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16/5/1 (Item 1 from file: 35)  
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01854364 ORDER NO: AADAA-I3030029

**The deterrent effect of the undercover compliance check strategy to reduce the sale of alcoholic beverages to minors in North Carolina: A quasi-experimental design**

Author: Chandler, William Carlton  
Degree: Ph.D.  
Year: 2001

Corporate Source/Institution: North Carolina State University (0155)

Directors: Michael L. Vasu; James E. Swiss

Source: VOLUME 62/10-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

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Descriptors: POLITICAL SCIENCE, PUBLIC ADMINISTRATION

Descriptor Codes: 0617

ISBN: 0-493-42555-1

The problem of underaged drinking and efforts to reduce it are examined in this research by: First, assessing the deterrent effect of the widely used undercover compliance check strategy. Secondly, the predictive and explanatory power of identified characteristics of both alcohol sales outlets and individual \*\*\*sellers\*\*\* was assessed. Data was collected using a quasi-experimental design employing compliance checks of a proportionally stratified random sample of alcohol sales outlets across North Carolina. The research objectives were to determine if compliance checks deter minor sales and to assess the utility of using identified characteristics to focus enforcement, training and industry staffing to reduce sales. Multivariate models combining these characteristics were constructed. They were found to provide more information in guiding training and scheduling than in enforcement. The major findings were: the limited-sanction compliance checks employed did not have a statistically significant deterrent effect on future sales; minor sales violations are independent of other ABC offenses; a baseline of a 25% sale to minor rate was established; past enforcement does not predict future offending; present training efforts are not significantly associated with reduced \*\*\*sales\*\*\*; citizen complaints are not associated with \*\*\*actual\*\*\* \*\*\*sales\*\*\*; \*\*\*values\*\*\* of the \*\*\*seller\*\*\*-specific variables are difficult to ascertain and provide little enforcement guidance, but do guide training and staffing; ownership variables are associated with lower sales rates; \*\*\*sellers\*\*\* age 16&ndash;21 sell at lower rates than other similarly constructed categories; and many of the traditional beliefs of law enforcement were not confirmed. The study concludes recommending: continuing compliance checks; placing less emphasis on investigating complaints and using complaints as a basis to partner with the industry; update training programs; license \*\*\*sellers\*\*\*, with training being a prerequisite; changing the administrative punishment structure to make it more equitable and establishing a minimum age to sell alcohol.

16/5/2 (Item 2 from file: 35)  
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01703894 ORDER NO: AAD99-32608

**ESSAYS ON PRICING BEHAVIOR: THEORY AND EVIDENCE (LOW PRICE GUARANTEES, ADVERTISING, TIRE RETAILING)**

Author: ARBATSKAYA, MARIA N.  
Degree: PH.D.  
Year: 1999

Corporate Source/Institution: INDIANA UNIVERSITY (0093)

Chair: MICHAEL R. BAYE

Source: VOLUME 60/05-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 1684. 138 PAGES

Descriptors: ECONOMICS, COMMERCE-BUSINESS ; ECONOMICS, THEORY ; BUSINESS  
ADMINISTRATION, MARKETING

Descriptor Codes: 0505; 0511; 0338

This dissertation explores low-price guarantees (LPG) — promises made by the firms to beat or meet any competitor's price. In Chapter 1, fourteen LPG classes are partitioned with respect to their ability to deter entry and/or enhance the incumbent's profits. While most price-matching and price-beating guarantees cannot be used to deter entry into a perfectly contestable market, there do exist special classes of price-beating guarantees (beat-any-deal guarantees, with beating by a dollar amount or by a percentage of a competitor's price) that enable the incumbent to prevent entry. Interestingly, both price-matching and price-beating can be a part of the incumbent's strategy in a subgame-perfect equilibrium of the game.

Chapter 2 analyzes a sample of 515 low-price guarantees, assembled from Sunday newspaper advertisements in thirty-seven major metropolitan areas in the United States. The sample provides evidence of the widespread use and variety of these practices. In addition, I assess why firms adopt LPGs, based on the answers to three questions motivated by the theory:

(a) to what extent do firms place restrictions on their LPGs;  
(b) do LPGs apply to advertised \*\*\*prices\*\*\* or \*\*\*actual\*\*\*  
\*\*\*selling\*\*\* \*\*\*prices\*\*\*, and (c) do firms with LPGs have higher,  
lower, or same prices than firms without LPGs.

In Chapter 3, I study a sample of P185/75R14-tire prices advertised by the \*\*\*retailers\*\*\* in the U.S. Sunday newspapers. Controlling for a number of factors that could influence the tire price, most importantly for the mileage warranty and the tire brands, I show that price-matching and price-beating guarantees adopted by a \*\*\*retailer\*\*\* have no significant effect on the firm's advertised tire price. In contrast, an increase in the number of the firm's rivals announcing price-matching or price-beating guarantees tends to raise the firm's advertised price.

Finally, Chapter 4 describes LPG adoption patterns. The probability that a firm announces a particular type of LPG is explained, in part, by the competitiveness of the market, measured by the number of retail establishments per thousand people, and by the number of the firm's rivals advertising price-matching and price-beating guarantees.

16/5/3 (Item 3 from file: 35)

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01627586 ORDER NO: AAD98-21691

THE RECYCLABLES MARKETPLACE: A TRANSACTION COST ECONOMICS APPROACH

Author: DOLAN, J. GARRETT

Degree: PH.D.

Year: 1997

Corporate Source/Institution: SYRACUSE UNIVERSITY (0659)

Adviser: HARRY LAMBRIGHT

Source: VOLUME 59/01-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 248. 183 PAGES

Descriptors: ECONOMICS, GENERAL ; ENVIRONMENTAL SCIENCES ; BUSINESS  
ADMINISTRATION, MANAGEMENT

Descriptor Codes: 0501; 0768; 0454

In recent years, the recycling of municipal solid waste has created a new industry in the United States largely as a result of public sector interventions into the marketplace. Such interventions were useful in that they facilitated the development of a new industrial infrastructure. However, public policy initiatives designed to divert materials from disposal did not adequately address how to move recyclables back into commerce in the most efficient manner possible. Transactions between buyers and \*\*\*sellers\*\*\* were being impeded for a variety of reasons.

The theory of transaction cost economics is used to explain the complex evolution of exchange relationships and the factors causing

increased transaction costs. It is also used to analyze a new marketplace innovation designed to reduce transaction costs the Chicago Board of Trade's Recyclables Exchange. Several subscribers were qualitatively interviewed to determine why they were using the Exchange and the transaction costs factors they were seeking to overcome. There were three major transaction cost factors subscribers were seeking to overcome: uncertainty, asset specificity, and bounded rationality. It is suggested that future research focus on quantitatively measuring \*\*\*actual\*\*\* \*\*\*transaction\*\*\* \*\*\*costs\*\*\*.

16/5/4 (Item 4 from file: 35)  
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01480610 ORDER NO: AADAA-I9614833  
**ESSAYS IN CONTINUOUS-TIME FINANCIAL THEORY (PORTFOLIO SELECTION, TRANSACTION COSTS, OPTION PRICING)**  
Author: SCHRODER, MARK DOUGLAS  
Degree: PH.D.  
Year: 1995  
Corporate Source/Institution: NORTHWESTERN UNIVERSITY (0163)  
Adviser: ROBERT HODRICK  
Source: VOLUME 57/01-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 374. 198 PAGES  
Descriptors: ECONOMICS, FINANCE  
Descriptor Codes: 0508

Chapter 1 solves the optimal portfolio allocation problem when a fee equal to a fixed fraction of the portfolio value must be paid at each transaction. The objective function of the investor is to maximize the long-run growth rate of expected utility, where the utility function is of the constant relative risk aversion type. The optimal policy is characterized by fixed bounds on the risky to riskless ratio; whenever either bound is hit, the \*\*\*agent\*\*\* rebalances to an intermediate target ratio. Solving the optimal policy is reduced to maximizing a closed-form expression over three variables.

Chapter 2 develops numerical procedures to solve the optimal portfolio problem in the presence of fixed dollar transaction costs. For even small fees, transactions are very infrequent. With a one dollar transaction fee, and reasonable parameter values, an \*\*\*agent\*\*\* with a \$40,000 portfolio will wait an average of approximately six months between each \*\*\*transaction\*\*\*. The optimal target ratio converges quickly to the zero \*\*\*cost\*\*\* \*\*\*target\*\*\* ratio as wealth increases. Furthermore, the optimal policy appears to converge quickly to a stationary policy as the years to the terminal consumption date increases.

In Chapter 3, a change of measure is used to derive a general put-call parity formula for American options on assets with absolutely continuous payouts. A number of applications to diffusion models, including stochastic volatility and stochastic interest rate models, and jump-diffusion models are examined. The parity formula is used to derive relationships between the early exercise boundaries of American calls and puts. Applications of the measure change to the pricing of futures, forwards, and exchange options are also examined.

Chapter 4 examines the effects of changes in information on utility and equilibrium discount bond prices in a single \*\*\*agent\*\*\* economy when that \*\*\*agent\*\*\*'s preferences are modeled as a stochastic differential utility function. A state process, which influences the growth rate of endowed consumption, is observed imperfectly by the \*\*\*agent\*\*\*. The \*\*\*agent\*\*\* observes consumption and a signal about the state process. The paper examines the effects of varying the signal noise on utility and equilibrium discount bond prices.

16/5/5 (Item 5 from file: 35)

01453149 ORDER NO: AADAA-I9544170

**THREE ESSAYS IN FINANCIAL ECONOMICS (INVESTMENT BANKING, SECURITIES)**

Author: WEE, KYEONGWOO

Degree: PH.D.

Year: 1995

Corporate Source/Institution: UNIVERSITY OF CALIFORNIA, LOS ANGELES (0031)

Chair: MICHAEL J. BRENNAN

Source: VOLUME 56/09-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3655. 132 PAGES

Descriptors: BUSINESS ADMINISTRATION, MANAGEMENT ; ECONOMICS, FINANCE

Descriptor Codes: 0454; 0508

This dissertation is composed of three essays. The first essay considers a marketing problem of an investment banker who designs and sells the securities for a new firm that contemplates going public for the first time. We show that, in the two stage posted-price mechanism of Spatt and Srivastava (1991), the \*\*\*seller\*\*\* can maximize his expected sales proceeds by decomposing the firm's cash flows into an intermediate risky bond and residual equity. This allows the \*\*\*seller\*\*\* to extract the maximum surplus from the investors who have high valuations about the issuing firm by setting a minimum selling price for the new security. The sum of the benefits from setting the \*\*\*optimal\*\*\* minimum \*\*\*selling\*\*\* \*\*\*prices\*\*\* in the simultaneous offering of a risky bond and residual equity exceeds the benefits achievable by setting the optimal minimum price in the offering of a pure equity security. The optimal security design in this essay is aimed at effective marketing in selling the financial securities as in Ross (1989), but our result is opposite to that of Ross who shows that selling two risky securities individually is inferior to selling a pooled risky security in the presence of marketing costs.

The second essay reconciles the Kaplan and Stein(1990)'s finding of the small increases in the systematic risk of equity of the companies that undergo highly leveraged recapitalization. We find that the small increase in equity beta found by Kaplan and Stein (1990) is largely attributable to a substantial reduction in asset risk of the firm following the recapitalization. When we apply Leland (1994) to the recapitalization firms, we observe 23% reduction in asset risk and 49% increase in firm value following the transaction on average. Because of the lower business risk, post-recap equity investors bear substantially lower risks than implied by a simple financial analysis that ignores the real effects of leveraged transaction.

The third essay criticizes the variance decomposition by the VAR approach for its imprecise estimation, tendency to overestimate the contribution of the future return component due to an upward bias in estimating the coefficient of the dividend-price ratio variable in the stock return forecasting equation. The VAR approach is also susceptible to an improper estimation of the contribution of the dividend growth component. The VAR approach understates the contribution of the dividend growth component both when dividend growth rates and discount rates move together, and when it is applied to data in which the transversality condition is not satisfied. We also find that the small contribution of the dividend growth component in the post-Korean war period yielded by the VAR approach is neither robust nor supported by the regression approach.

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01425669 ORDER NO: AADAA-I9525537

**CONSUMER DECISION RULES REGARDING QUANTITY TO BE PURCHASED IN A PROMOTION  
INTENSIVE ENVIRONMENT: IMPLICATIONS TO RETAIL PRICING POLICIES (PURCHASE**

**QUANTITY DECISIONS, PRICING POLICIES)**

Author: BANARJEE, ARINDAM

Degree: PH.D.

Year: 1995

Corporate Source/Institution: STATE UNIVERSITY OF NEW YORK AT BUFFALO (0656)

Adviser: BRIAN T. RATCHFORD

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PAGE 1442. 137 PAGES

Descriptors: BUSINESS ADMINISTRATION, MARKETING; ECONOMICS,  
COMMERCE-BUSINESS; BUSINESS ADMINISTRATION, MANAGEMENT

Descriptor Codes: 0338; 0505; 0454

Marketing literature has recorded limited attempts at modelling purchase quantity decisions made by consumers. Lately, some attempts at simultaneous modelling of brand choice and purchase quantity decisions have been reported (Gupta, 1988; Krishnamurthi and Raj, 1988; Chiang, 1991). However, the present form of these models suffer from some obvious limitations. They are static one-period models with consumers assumed to be reactive \*\*\*agents\*\*\* in the market place. Consumer demand is assumed to be driven by the current period price in the market. These assumptions are not very realistic since there is recorded evidence that consumers plan purchases in anticipation of changes in future prices, especially in a promotion intensive environment. Evidence of stockpiling and delaying of purchases by consumers are an added proof that expectations about future prices have a strong influence on the demand function (Blattberg et. al., 1981; Lieberman, 1978; Neslin, Henderson and Quelch, 1985; Bemmaor and Mouchoux, 1991).

Very recently, Kumar (1993) has incorporated a measure of consumer expectations about future prices in the demand function. This dissertation is in the spirit of this earlier study. However, the demand function is so constructed, that it identifies (from the data) \*\*\*price\*\*\* \*\*\*thresholds\*\*\*. These \*\*\*threshold\*\*\* \*\*\*prices\*\*\* demarcate intervals of prices which trigger different \*\*\*buying\*\*\* behavior such as \*\*\*purchase\*\*\* for consumption, consumption and stockpiling or for delaying \*\*\*purchases\*\*\*. These \*\*\*threshold\*\*\* \*\*\*prices\*\*\* are hypothesized to be a function of a stationary frequency distribution of prices prevailing in the market. This frequency distribution of prices is due to the intermittent discounts offered to consumers.

The relationship between the characteristics of the demand function and the frequency distribution of prices is exploited to formulate a normative intertemporal pricing model which maximizes profits for a \*\*\*retailer\*\*\* (profits in a product category). The \*\*\*retailer\*\*\* is assumed to be a monopolist. The formulation is similar to the one by Gupta (1993), however, the demand function in my model incorporates the consumer's proactive nature in planning purchases. This is more akin to a game between the \*\*\*retailer\*\*\* and the consumer, where the former is a Stackelberg leader. The demand function is therefore a reaction function of the consumer, which is driven by both the price and the frequency distribution of prices. The output from optimizing this normative model will be a set of prices across time periods that the \*\*\*retailer\*\*\* should charge for each brand that will maximize his total profits over a period of time.

16/5/7 (Item 7 from file: 35)

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01376443 ORDER NO: AAD94-27706

**LIST PRICES, SELLING PRICES AND DAYS TO CLOSING IN THE RESIDENTIAL REAL ESTATE MARKET: THE IMPACT OF \*\*\*SELLER\*\*\* MOTIVATION (REAL ESTATE)**

Author: GLOWER, MICHEL

Degree: PH.D.

Year: 1994

Corporate Source/Institution: THE OHIO STATE UNIVERSITY (0168)  
Adviser: PATRIC H. HENDERSHOTT  
Source: VOLUME 55/06-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 1643. 136 PAGES  
Descriptors: ECONOMICS, FINANCE; BUSINESS ADMINISTRATION, GENERAL;  
BUSINESS ADMINISTRATION, MARKETING  
Descriptor Codes: 0508; 0310; 0338

This study considers the role that \*\*\*seller\*\*\* motivation plays in selling price and selling time. I show that \*\*\*seller\*\*\* motivation is a key factor in determining how long a property takes to sell and how much it sells for, and that the \*\*\*seller\*\*\*'s desired move date, or the absence of one, is a good measure of the \*\*\*seller\*\*\*'s motivation level.

Data for the study is from a telephone survey of 121 \*\*\*sellers\*\*\* in Columbus, Ohio. The survey included questions intended to determine the level of \*\*\*seller\*\*\* motivation (why they are selling, when they want to move, etc.). Because 30 of the 121 observations did not sell during the study period, I used procedures which account for censored data: proportional hazards regressions in determining the impact of \*\*\*seller\*\*\* motivation on selling time and Heckman's two stage estimation in determining the impact on \*\*\*selling\*\*\* price.

I find that \*\*\*actual\*\*\* \*\*\*selling\*\*\* \*\*\*prices\*\*\* are directly related to the estimated value of the property and to the amount of over pricing, which is directly related to the \*\*\*seller\*\*\*'s level of motivation. \*\*\*Sellers\*\*\* who have definite move dates will over price less (set lower list prices relative to market value) and sell more quickly than \*\*\*sellers\*\*\* with no definite move dates, and \*\*\*sellers\*\*\* who want to move later will over price more and sell more slowly than \*\*\*sellers\*\*\* who want to move sooner. I have also shown that \*\*\*sellers\*\*\* who are changing jobs and have a definite start date or who have made an offer on another property are more motivated and sell more quickly.

My findings show that buyer population plays a less significant role in how long a property takes to sell. Atypical properties (which have smaller buyer populations) take longer to sell, but the significance of this finding is marginal. Buyer activity level (as measured by season or the number of closings) is insignificant in explaining selling time, suggesting that the level of \*\*\*seller\*\*\* activity follows buyer activity resulting in no increase in potential buyers per property for sale.

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01241633 ORDER NO: AAD92-29949  
**A SEARCH EQUILIBRIUM APPROACH TO MONETARY THEORY AND POLICY (INFLATION)**  
Author: LI, VICTOR E.  
Degree: PH.D.  
Year: 1992  
Corporate Source/Institution: NORTHWESTERN UNIVERSITY (0163)  
Adviser: DALE T. MORTENSON  
Source: VOLUME 53/06-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 2026. 189 PAGES  
Descriptors: ECONOMICS, GENERAL; ECONOMICS, THEORY  
Descriptor Codes: 0501; 0511

This dissertation develops dynamic theoretical frameworks which explicitly incorporate a search-theoretic process of economic exchange into an operational theory of fiat money. The "search equilibrium" approach to trade frictions models the process of economic exchange as a costly activity which requires time and real resources. Thus, such an environment provides a natural role for fiat money in overcoming the classic "double coincidence of wants" problem associated with barter exchange. The dissertation is divided into four essays on the construction of search frameworks for monetary theory and their application to monetary policy.



First, the conventional wisdom that inflation causes individuals to \*\*\*optimally\*\*\* incur the \*\*\*costs\*\*\* of shortening the period between \*\*\*transactions\*\*\* is confirmed. This result linking inflation and optimal search effort or "intensity" provides a central theme for the dissertation.

In a general equilibrium context it is established that the search efforts of an individual \*\*\*trader\*\*\* generate a positive external effect on other \*\*\*traders\*\*\*. Thus, monetary equilibria will be inefficient relative to an appropriate criterion for social efficiency. This result suggests that optimal monetary policies in such an environment should consist of actions which reduce this costly external effect and increase aggregate welfare. One possible method to accomplish this task is by manipulating the real money stock. Another is by the imposition of an inflation tax. In particular, it is shown that optimal monetary policies may well involve money growth and inflation which increase individual search effort in locating exchange possibilities. This is in sharp contrast to the traditional view that the optimum quantity of money involves a contraction of the nominal money supply and deflation. The novelty of this result stems from its emphasis on the ability of inflation in stimulating exchange activity.

Finally, the question of optimal monetary policy is extended by investigating the link between inflation, inventory accumulation, and welfare in such search frameworks. It is demonstrated that inflation can indeed have a positive impact on optimal inventory accumulation decisions. Furthermore, this provides an additional channel by which inflation increases the private marginal gains to search activity, thus reducing the search externality and improving welfare.

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01203336 ORDER NO: AAD92-06843

**A FRAMEWORK FOR DETERMINING OPTIMAL PETROLEUM LEASING (OPTIONS, AUCTIONS)**

Author: ROBINSON, DOUGLAS ROSS

Degree: PH.D.

Year: 1991

Corporate Source/Institution: STANFORD UNIVERSITY (0212)

Adviser: JOHN P. WEYANT

Source: VOLUME 52/09-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3386. 263 PAGES

Descriptors: ECONOMICS, THEORY; ECONOMICS, FINANCE

Descriptor Codes: 0511; 0508

This dissertation presents a framework for analyzing the proceeds to a \*\*\*seller\*\*\* of mineral rights under different auction mechanisms. The techniques of auction theory and option theory are combined to allow valuation under both geologic and oil price uncertainty. Previous models have captured only geologic uncertainty in comparing sale schemes. The framework of this dissertation collapses to that of Reece (1978, 1979a, b) if oil price volatility is zero.

The primary motivation for developing this framework is to understand the prevalence of leasing in transferring ownership of oil properties. Under a standard oil lease, the landowner sells an oil company the right to explore and develop a tract of land for a fixed period of time. If oil is found, a fraction of the revenues is reserved for the landowner. Compared to the outright sale of the minerals, leasing has the disadvantages of: (1) lowering total oil field value through alteration of investment incentives; (2) providing the \*\*\*seller\*\*\* with a more risky cashflow; and (3) increasing legal and administrative costs. In this dissertation, it is demonstrated that in lease sales as compared to full mineral interest sales, the relative disadvantages are offset by more effective value transfer to the \*\*\*seller\*\*\*. For the base case parameters, the optimal lease in a bonus auction gives the \*\*\*seller\*\*\* 28% more value than the sale of the full mineral interest.

There is a loss in the leasing process from distortion of development timing incentives. Additionally, there is a loss in the auction process itself with respect to transfer of value to the \*\*\*seller\*\*\*. The optimal arrangement is a tradeoff to minimize the sum of these costs.

Other interesting results realized through this framework include: (1) In auctions for options, bonus bidding with a fixed royalty can dominate royalty bidding. (2) As has been shown by previous authors, profit share bidding dominates both bonus and royalty bidding. (3) In the absence of \*\*\*transactions\*\*\* \*\*\*costs\*\*\*, the \*\*\*optimal\*\*\* term for bonus auctions is zero. With \*\*\*transactions\*\*\* \*\*\*costs\*\*\*, the \*\*\*optimal\*\*\* term is positive but finite. (4) In examples considered, the optimal fixed royalty is larger than that currently used in practice.

16/5/10 (Item 10 from file: 35)  
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01172720 ORDER NO: AAD91-27525

**STOCHASTIC ASSET PRICING WITH TIME NON-SEPARABLE PREFERENCES AND DIVERSE BELIEFS**

Author: NAIK, NARAYAN YASHAVANT  
Degree: PH.D.  
Year: 1991  
Corporate Source/Institution: DUKE UNIVERSITY (0066)  
Supervisor: DOUGLAS T. BREEDEN  
Source: VOLUME 52/04-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 1462. 74 PAGES  
Descriptors: ECONOMICS, FINANCE; ECONOMICS, THEORY  
Descriptor Codes: 0508; 0511

This dissertation relaxes the assumption of time additive preferences in a stochastic asset pricing model to study its implication to pricing of traditional dividend paying assets. It also examines pricing of a flow of information in the presence of diverse beliefs in a rational expectations general equilibrium setup.

The first chapter introduces time non-separabilities of "Keeping Up with the Joneses" type of Abel (1990) and Gali (1989) as well as of "Habit Formation" type of Constantinides (1990) and Sundaresan (1989) in Merton's (1973) economy. It shows that with a large number of individuals the single-beta CCAPM of Rubinstein (1976), Breeden & Litzenberger (1978) and Breeden (1979) holds in the presence of time non-separable preferences of "Keeping up with the Joneses" type. With "Habit Formation" type preferences, it demonstrates that log utility does not collapse the multi-beta ICAPM into a single-beta CCAPM. Interestingly, all risk averse individuals are shown to "hedge" their respective habit formed consumption level risk unlike the state variable risk. In the Cox, Ingersoll & Ross (1985a) economy it explains why consumption emerges as a factor in addition to wealth and the state variables.

The second chapter studies pricing of information which is an intangible asset having public good feature. In particular, it examines a monopolistic information \*\*\*seller\*\*\*'s open loop decision of selling future flow of information to the \*\*\*traders\*\*\*. With assumptions similar to those used by Admati and Pfleiderer (1986), (AP), it proves that the information \*\*\*seller\*\*\*'s optimal strategy is to \*\*\*sell\*\*\* the information "as is" at an \*\*\*optimal\*\*\* \*\*\*price\*\*\* and the fraction of the \*\*\*traders\*\*\* who wish to \*\*\*purchase\*\*\* the signal is endogenously determined. If the information \*\*\*seller\*\*\*'s information itself is noisy, which is the same as the case of photocopied noise of AP, the optimal selling strategy is shown to remain unchanged. This result differs from a single period model of AP, where adding personalized noise and selling the information to every \*\*\*trader\*\*\* turns out to be the optimal strategy.

16/5/11 (Item 11 from file: 35)

1059440 ORDER NO: AAD89-09254

**ASSET MOVEMENTS IN THE U.S. DAIRY INDUSTRY UNDER DIFFERENT POLICY REGIMES  
(UNITED STATES)**

Author: REED, ALBERT JOHN

Degree: PH.D.

Year: 1989

Corporate Source/Institution: NORTH CAROLINA STATE UNIVERSITY AT RALEIGH  
(0155)

DIRECTOR: G. C. CARLSON

Source: VOLUME 50/02-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 499. 161 PAGES

Descriptors: ECONOMICS, AGRICULTURAL; ECONOMICS, COMMERCE-BUSINESS

Descriptor Codes: 0503; 0505

A Rational Expectations model of the U.S. Dairy industry is used to test the hypothesis that movements of milk producing assets have statistically changed over the post-War period given apparently systematic changes in government purchases. The hypothesis is based on the observation that systematic changes in government \*\*\*purchases\*\*\* alter the distribution of milk prices, so that given \*\*\*optimal\*\*\* \*\*\*price\*\*\* predictions (rational expectations) of milk producers, equations describing asset movements would change. During surplus periods characterized by government \*\*\*purchases\*\*\* of milk, the \*\*\*optimal\*\*\* \*\*\*price\*\*\* prediction involves the support price of milk; whereas during periods of little or no government purchases, milk producers use endogenous movements of the U.S. dairy herd to predict prices. Theory indicates that \*\*\*agents\*\*\* use the distribution of the ratio of government purchases to commercial purchases of milk in formulating forecasts of the milk price. If the distribution of this ratio changes over the sample period, the forecast of milk prices will likewise change, as will the equations describing asset movements. The evidence presented indicates that while the distribution of this ratio may have changed, it did not change statistically over the period, so that the equations of motion remained statistically stable.

Testing this hypothesis required a separation of the parameters describing the production structure of the U.S. dairy industry from parameters that describe the exogenous environment of the industry. The long-run supply elasticity of milk that emerges from a rational expectations equilibrium solution is consistent with a scenario of surplus milk when prices are expected to remain permanently supported.

This separation of parameters also provided the convenience of explicitly linking the serially uncorrelated shocks which underlie the time series variables describing the exogenous environment of the industry to endogenous asset movements. The multivariate model specified in this work is seen to provide one explanation of equilibrium and rational animal cycles.

16/5/12 (Item 12 from file: 35)

0974279 ORDER NO: AAD87-28333

**AUXILIARY ACTIVITIES: A REVENUE MAXIMIZATION MODEL ANALYZING  
SCHOOL-OPERATED AND \*\*\*VENDOR\*\*\*-CONTRACTED BOOKSTORES AND FOOD SERVICES IN  
THE PUBLIC COMMUNITY COLLEGES**

Author: STACK, KENNETH J.

Degree: PH.D

Year: 1987

Corporate Source/Institution: UNIVERSITY OF SOUTH FLORIDA (0206)

Source: VOLUME 48/10-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 2520. 164 PAGES

Descriptors: EDUCATION, COMMUNITY COLLEGE

This study investigates determinants of auxiliary revenues in public two-year college food services and bookstores. The objective is to provide quantitative data which can be used to support administrative decisions, in an effort to maximize revenues from auxiliary sources. Of twenty-one null hypotheses, eight are rejected at the .05 level, indicating statistically significant relationships between variables which impact income determination.

Analytical techniques include correlation, multiple regression, one-way analysis of variance, and discriminant analysis. Significant variables include size of college, length of time operated by a contractor, type of contract, labor costs, percentage of textbook sales to total merchandise sold, and expectation to contract out an auxiliary service in the future.

A model is developed for each of four categories: self-operated food services, \*\*\*vendor\*\*\*-contracted food services, self-operated bookstores, and \*\*\*vendor\*\*\*-contracted bookstores. Participating colleges from thirteen states in the Southeast are ranked according to their net income per FTE, and the top ten percent selected to represent key elements of the revenue maximization model. Of twenty-eight possible correlations in the four tracks of the model, fifteen are found to be statistically significant.

Under close scrutiny, these data do not support any clear advantage for either self-operated or contracted auxiliaries. Evidence suggests that the model institutions excel because of competent management, whether provided by the college itself or by an independent contractor.

Complacency in preserving the status quo in our community college auxiliary operations has resulted in the loss of millions of dollars in net revenue. It is estimated that if all of the 181 participants in this project had been managed as productively in the auxiliary area as the model group, their total combined net income for the year could have been increased from \$8.4 million to more than \$30.2 million.

Results of this project are intended to help administrators evaluate the performance of their own colleges by comparison with the top ten percent of study participants in terms of \*\*\*optimal\*\*\* \*\*\*sales\*\*\* volumes, \*\*\*costs\*\*\*, profit levels, and other elements. Such analysis will provide a more objective, quantitative basis to support contracting versus self-operation decisions or other revenue maximization strategies.

16/5/13 (Item 13 from file: 35)  
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935407 ORDER NO: AAD86-27936

**ESSAYS IN MACROECONOMIC ANALYSIS (DYNAMIC FINANCE, INTERNATIONAL)**

Author: JOHNSON, ROBERT ARTHUR

Degree: PH.D.

Year: 1986

Corporate Source/Institution: PRINCETON UNIVERSITY (0181)

Source: VOLUME 47/08-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3122. 166 PAGES

Descriptors: ECONOMICS, GENERAL

Descriptor Codes: 0501

The three essays below build on recent developments in dynamic economic theory and analyze the role of information announcements, uncertainty, \*\*\*transaction\*\*\* \*\*\*costs\*\*\*, and dynamic \*\*\*optimization\*\*\* in the explanation of both real and financial macroeconomic behavior.

Chapter one examines the importance of the announcement of changes in fiscal policy for the determination interest rates, the term structure of interest rates, exchange rates and a variety of other macroeconomic prices and quantities. A small continuous time rational expectations model is constructed and simulation experiments are conducted to illustrate the

macroeconomic effects of changes in monetary and fiscal policy. Closed and open economy specifications are compared and contrasted to highlight the differences in the adjustment mechanism. Finally, an open economy specification is used to generate the predicted effects of the announcement of the Gramm-Rudman-Hollings legislation.

Chapter two presents the analytical method used in the simulations of chapter one. The solution of a system of first order linear differential equations with constant coefficients is presented when the exogenous forcing elements are modeled as step functions. The solution permits precise analytical solutions for a continuous time linear rational expectations model with any combination of anticipated or unanticipated shocks of any duration.

In recent years, the financial sector has undergone marked changes resulting from innovations in instruments and methods of intermediation. In order to begin to build a framework that will address these developments the third chapter constructs a model of the microfoundations of a financial intermediary. An economy of many \*\*\*agents\*\*\*, each of whom is engaged in intertemporal investment decisions, is created to generate the microeconomic rationale for deposit behavior. It is assumed that consumers face income uncertainty that will not be resolved until after a portfolio decision is made and that they cannot obtain complete insurance because of the costliness of verifying claims. As a result, consumers keep some fraction of their wealth in liquid form as self insurance. The financial intermediary, by creating a risk sharing mechanism through deposit pooling, economizes on social resources devoted to precautionary liquidity and facilitates greater investment.

16/5/14 (Item 14 from file: 35)

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906757 ORDER NO: AAD86-02481

**BANDWAGONS AND ORPHANS: DYNAMIC PRICING OF COMPETING TECHNOLOGICAL SYSTEMS  
SUBJECT TO DECREASING COSTS (INSTALLED BASE, PRICING STRATEGIES)**

Author: HANSON, WARD ANDREW

Degree: PH.D.

Year: 1985

Corporate Source/Institution: STANFORD UNIVERSITY (0212)

Source: VOLUME 46/12-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3801. 141 PAGES

Descriptors: ECONOMICS, GENERAL

Descriptor Codes: 0501

A dynamic duopoly model of competing technological systems is developed and analyzed. There are three categories of \*\*\*agents\*\*\* in the model; main component suppliers, peripheral suppliers, and consumers. The focus is on the strategic interaction between the main component producers and its effect on the prices and adoption paths of the systems. Relevant market examples are computer systems and video-recorders.

Consumers arrive sequentially to the market and choose the system with the lowest total cost adjusted for their relative preferences. Total costs differ for two reasons. A model is developed which implies that peripheral prices are a decreasing function of cumulative sales. Main component prices are chosen by the two competing main component firms using a closed-loop Nash equilibrium formulation. There is a fixed planning horizon  $H$ . A unique equilibrium to this game is established.

Using a general formulation for the responsiveness of peripheral costs to cumulative \*\*\*sales\*\*\* the \*\*\*optimal\*\*\* \*\*\*prices\*\*\* and \*\*\*value\*\*\* functions are derived. It is shown that strategic pricing results in much of the value of the market to the firms being competed away. A surprising results is that ex ante expected profits are a decreasing function of the strength of the installed base effect.

Restricting the peripheral cost functions to linearity permits a

complete closed-form solution of the dynamic stochastic game to be obtained. This allows explicit comparative dynamics with respect to the exogenous parameters of the model. In addition, it is shown that if the peripheral cost reductions are sufficiently limited so that no firm is driven out of the market even at extremes of installed base then the market shares of the two firms will be expected to converge over time. Conversely, if the installed base effects are strong then in expectation there will be a movement toward a de facto standard in the market.

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815941 ORDER NO: AAD83-18068

\*\*\*TRANSACTION\*\*\* \*\*\*COSTS\*\*\* AND THE \*\*\*OPTIMAL\*\*\* QUANTITY OF MONEY

Author: FREEMAN, SCOTT JOHN

Degree: PH.D.

Year: 1983

Corporate Source/Institution: UNIVERSITY OF MINNESOTA (0130)

Source: VOLUME 44/03-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 829. 67 PAGES

Descriptors: ECONOMICS, THEORY

Descriptor Codes: 0511

This thesis models a physical environment in which \*\*\*agents\*\*\* rationally choose to hold both fiat money and a productive asset with a greater rate of return. Fiat money in this model circulates with a greater velocity than does the productive asset.

In this overlapping generations model, \*\*\*agents\*\*\* live three-period lives. They are endowed with the consumption good when born but must hold assets to provide for consumption in other periods of life. When stored, the consumption good only yields a return two periods later.

The crucial assumptions of the model are restrictions on the information available to \*\*\*agents\*\*\* that hinder their efforts to provide for consumption in the second period of life. The environment permits the existence of bogus IOUs and titles to storage that can only be distinguished from bona-fide assets at a cost--"transaction cost," since it is only encountered when these assets are exchanged. Since fiat money is assumed not to suffer from this recognition problem, \*\*\*agents\*\*\* may hold it alone to provide for consumption in the second period of life. Therefore the model can display an equilibrium long sought in an explicit model of money--one in which \*\*\*agents\*\*\* hold a productive asset over a long period of time because of its high rate of return while they meet interim needs with fiat money because of its low transaction cost.

The difference in the rates of return of the two assets suggests that the equilibrium is Pareto non-optimal. The rate of return of fiat money can be manipulated through changes in its supply, but the informational restrictions that have created the inefficiency will restrict the set of possible government interventions. The welfare effects of these restricted government policies are shown to contradict assertions in the literature concerning the optimal quantity of money.

16/5/16 (Item 1 from file: 583)  
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09414653

Analysis: Drugstores plan more store-brand products

JAPAN: DRUG \*\*\*RETAILERS\*\*\* AIM MORE STORE-BRAND GOODS

Nikkei Net Interactive (ATM) 28 Nov 2000 NihonKeizai Shimbun online

Language: ENGLISH

Despite slow pace in the growth of Japan's drugstore industry, pharmaceuticals chain operators in the country are aggressively developing more store-brand goods to raise sales and profits. In line with the trend, Matsumotokiyoshi Co, a drugstore operator that is planning to open 1,000 stores by March 2007, is presently selling store-brand drugs developed jointly with drugmakers including Yamanouchi Pharmaceutical Co and Sankyo Co. As such, the move will benefit not only the \*\*\*retailers\*\*\*, but also the pharmaceutical manufacturers. Meanwhile, drugs made by leading pharmaceutical makers, will be sold by Jusco Co and 10 drugstore chain operators at cheap \*\*\*prices\*\*\* through \*\*\*optimisation\*\*\* of \*\*\*purchasing\*\*\* power.

COMPANY: JUSCO; SANKYO; YAMANOUCHI PHARMACEUTICAL; MATSUMOTOKIYOSHI

PRODUCT: Drugs & Pharmaceuticals (2830);

EVENT: Plant/Facilities/Equipment (44); Company Formation (14);

COUNTRY: Japan (9JPN);

16/5/17 (Item 2 from file: 583)

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09304225

Electric Web

UK: \*\*\*ONLINE\*\*\* ENERGY \*\*\*SALES\*\*\* SET TO \*\*\*INCREASE\*\*\*

Utility Week (AIC) 02 Jun 2000 p.14-16

Language: ENGLISH

A survey of 17,000 consumers in the UK, France, Germany, Spain and Sweden by Datamonitor <market analyst> has revealed that the use of the \*\*\*Internet\*\*\* in energy \*\*\*sales\*\*\* will \*\*\*increase\*\*\*. It is predicted that one sixth of consumers will buy their energy over the Internet by the year 2004. Some 50,000 consumers in the UK have already changed energy suppliers online, although many consumers are concerned at the lack of \*\*\*opportunity\*\*\* to calculate savings online. Some 70% of the survey's respondents claim to be tempted into changing their energy supplier based on the quality and content of a suppliers' website. Over 70% also would be more likely to change supplier online if they were offered a 10% saving, whilst 20% would be more likely to change supplier online if security could be guaranteed.

COMPANY: DATAMONITOR

PRODUCT: Database \*\*\*Vendors\*\*\* (7375);

EVENT: Marketing Procedures (24);

COUNTRY: European Community (4EC);

16/5/18 (Item 3 from file: 583)

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09285131

Fidelity will stark in Deutschland wachsen

GERMANY: \*\*\*OPPORTUNITIES\*\*\* IN INVESTMENT FUND MARKET

Handelsblatt (HT) 10 May 2000 p.19

Language: GERMAN

The US-based investment fund company Fidelity Investments sees \*\*\*opportunities\*\*\* on the German market, where it wants to advance from the ninth to sixth place within the next few years. The company has at present a market share of 1.3% in Germany. The company is to market its products through other banks, for example Citibank, and through marketing channels of its own. The company's call-centre for direct \*\*\*selling\*\*\*

business has \*\*\*increased\*\*\* staff. Also a platform for \*\*\*Internet\*\*\*  
\*\*\*sales\*\*\* is planned.

COMPANY: CITIBANK; FIDELITY INVESTMENTS

PRODUCT: Unit Trusts (6724); Debt & Equity Securities (E5640); Securities  
& Commodities Exchanges (6230); Securities \*\*\*Dealers\*\*\* (6211);  
Database Vendors (7375);

EVENT: Plant/Facilities/Equipment (44); Planning & Information (22);  
Capital Expenditure (43); Marketing Procedures (24);

COUNTRY: Germany (4GER); United States (1USA);

16/5/19 (Item 4 from file: 583)  
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09228714

And it was Thus

UK: THUS LOOKS TO BUILD ON INTERNET ACTIVITY  
Utility Week (AIC) 14 Jan 2000 p.18  
Language: ENGLISH

The UK Internet and telecommunications company, Thus, is looking to build on what is considered to be the strongest of its three divisions, Internet and Interactive. It is considered that Thus can \*\*\*increase\*\*\* its \*\*\*Internet\*\*\* earnings through the 1998 \*\*\*purchase\*\*\* of the \*\*\*Internet\*\*\* service \*\*\*provider\*\*\*, Demon \*\*\*Internet\*\*\* and the knowledge and expertise it has. As the Internet moves to broadband, Thus is using Demon for tests of Asynchronous Digital Subscriber Line technology that is quicker than ISDN. The Internet service of Thus revolves around e-commerce, service provision and telecoms access. However, despite expectations that the Internet provides Thus with the greatest \*\*\*opportunities\*\*\* for growth, it is recognised that the company has to expand its operations away from Scotland and focus on Europe and the US also.

COMPANY: THUS  
PRODUCT: Telephone Communications (4811);  
EVENT: Companies Activities (10);  
COUNTRY: United Kingdom (4UK);

16/5/20 (Item 5 from file: 583)  
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09009164

Taking the world by storm

CANADA: PREMDOR FOCUSES ON DOORS AND WINDOWS  
Timber & Wood Products (AHM) 24 Oct 1998 p.10-11  
Language: ENGLISH

Canadian company Premdor has a worldwide turnover of GBt 550 million a year. The company is focusing on doors and windows. It has over 40 production facilities and 5,000 employees worldwide. Europe accounts for 20-25% of group sales. There are manufacturing facilities in Canada, the US, the UK, France, Mexico and \*\*\*Costa\*\*\* Rica. Next \*\*\*target\*\*\* areas are Asia and South America. The group is \*\*\*selling\*\*\* only through distributors and \*\*\*merchants\*\*\*. Doors are considered as a fashion item, rather than as purely functional items.

COMPANY: PREMDOR

PRODUCT: Formed Products (Windows/Doors) (2431FP); Construction Plastic



Products (3076); Metal Doors, Sash & Trim (3442);  
EVENT: Planning & Information (22); Marketing Procedures (24);  
COUNTRY: Canada (2CAN);

16/5/21 (Item 6 from file: 583)  
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06570791  
US retail sales helped by jump in auto sales  
US: CAR SALES PUSH RETAIL SALES UP  
Wall Street Journal Europe (WSJ) 15 Jan 1998 p.3  
Language: ENGLISH

The US retail industry ended on a good note in 1997 following a very mixed year. In December 1997 retail sales grew to a seasonally adjusted US\$ 215bn a rise of 0.7%. This was the strongest increase since July 1997. Most of the increase can be attributed to the car trade, which saw a 3.2% increase after a 1.2% advance in November 1997. Overall retail sales for the full year rose to US\$ 2.55trillion, a 4.2% rise a full 1% lower than in 1996. Consumers were aided by the low interest rates and the good job market. This encouraged them to spend, and yet consumer debt and individual bankruptcy reached a new high and helped to curb the spending spree. Many consumers spent well on holiday travel which does not attribute to the retail sales figures. \*\*\*Retailers\*\*\* are becoming less and less willing to introduce higher prices; they rose by 1.7% in 1997, and on many luxury goods such as computers and cars, \*\*\*prices\*\*\* \*\*\*actually\*\*\* fell. \*\*\*Sales\*\*\* in department stores rose by 5.8% , and 5.9% in furniture stores a rise of 1.6% on 1996. Most retail outlets posted improved sales in 1997, and analysts are predicting that retail spending is likely to continue rising at a steady pace in 1998.

PRODUCT: Prices (E4400); Automotive Sales & Services (5500); Wholesale Trade (5000);  
EVENT: Commodity & Service Prices (72); Marketing Procedures (24); Market & Industry News (60);  
COUNTRY: United States (1USA);

16/5/22 (Item 7 from file: 583)  
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06531276  
FLYTURER TIL TRE KVART PRIS  
NORWAY: KLM-BRAATHENS SAFE CO-OPERATION  
Arbeiderbladet (XSE) 07 Oct 1997 p.23  
Language: NORWEGIAN

The Norwegian airline Braathens SAFE and KLM Royal Dutch Airline have agreed on the conditions of their co-operation deal which was initiated by a letter-of-intent signed in August. The areas comprised by the co-operation deal include routes, marketing and \*\*\*sales\*\*\* plus various bonus, client and \*\*\*agent\*\*\* deals. Co-ordination in \*\*\*prices\*\*\*, \*\*\*targets\*\*\* and service concepts is also anticipated. Ticket prices will be reduced by up to 25% once co-operation between Braathens SAFE and KLM is in full swing this spring.

COMPANY: KLM; BRAATHENS SAFE  
PRODUCT: Passenger Air Transport (4501); Scheduled Airlines (4510);  
EVENT: Company Formation (14);  
COUNTRY: Netherlands (4NET); Norway (5NOR);

**16/5/23 (Item 8 from file: 583)**  
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06451904  
High Protein in a Tube Builds Up Muscle/Otsuka Pharmaceutical  
JAPAN: JOG MATE PROTEIN FROM OTSUKA  
Japanscan (JS ) Jan 1997 p.11  
Language: ENGLISH

As a result of research into nutrition and exercise, Otsuka Pharmaceutical, Japan's leading functional food company, developed Jog Mate Protein, a readily-absorbed protein derived to build up muscles, designed to be taken immediately after exercising. It is chocolate-flavoured and comes in a tube, which contains 84 g of paste, and which is priced at v 200. This protein has a 100 amino acid score, and one tube contains 10 grams of protein, a saccharide to promote absorption, for 100 kcal. Every tube contains 220 milligrams of protein, 7 grams of carbohydrate and 3.3 grams of fat. This product comes in cartons of ten tubes; Otsuka Pharmaceutical has a production capacity of 160,000 tubes per day and has set a first-year retail \*\*\*sales\*\*\* \*\*\*value\*\*\* \*\*\*target\*\*\* of v 2.4bn. It is sold through general food \*\*\*retailers\*\*\* and through sports outlets.

COMPANY: OTSUKA PHARMACEUTICAL  
PRODUCT: Dairy Products (2020);  
EVENT: Product Design & Development (33);  
COUNTRY: Japan (9JPN);

**16/5/24 (Item 9 from file: 583)**  
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06435560  
Mitsui Pharmaceuticals to push Globalization  
USA: MITSUI PHARMACEUTICAL, GLOBALISATION ON  
Japan Chemical Week (JCW) 23 Jan 1997 P. 10  
Language: ENGLISH

Mitsui Pharmaceuticals Inc of Japan will start pushing for globalisation of its operations by carrying out clinical development of its new drug, MS-153 overseas. Licensing talks are being held by Mitsui Pharmaceuticals with American drug firms. MS-153 is an \*\*\*agent\*\*\* for treating cerebral infraction. Besides the new drug, Mitsui Pharmaceutical is also targeting sales of v 21 mn - v 22 mn (US\$ 183 mn - US\$ 191 mn) for 1997. Due to drug-tariff \*\*\*price\*\*\* reduction, the \*\*\*target\*\*\* \*\*\*sales\*\*\* for 1997 are lower than those for 1996.

COMPANY: MITSUI PHARMACEUTICALS  
PRODUCT: Central Nervous System Preps (2834CN);  
EVENT: Planning & Information (22); Marketing Procedures (24);  
COUNTRY: Japan (9JPN); United States (1USA);

**16/5/25 (Item 10 from file: 583)**  
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06409252  
Cosmetics Manufacturers to Use the 'Open Price' System  
SOUTH KOREA: OPEN PRICE SYSTEM FOR COSMETICS  
The Korea Economic Weekly (XBG) 09 Dec 1996 P.11  
Language: ENGLISH

An open price system for cosmetics will be implemented in South Korea by February 1997 through revision of relevant laws. With the implementation of the new system, \*\*\*actual\*\*\* \*\*\*sales\*\*\* \*\*\*prices\*\*\* of cosmetics will be set by final \*\*\*sellers\*\*\*, instead of manufacturers. A survey done by the Fair Trade Commission (FTC), the anti-trust trade authority, showed that importers of cosmetics made large profit margin by marking up prices by 3.53 to 4.99 times higher than the import prices. Also, South Korean makers sold their goods 40%-120% more expensive than the \*\*\*actual\*\*\* \*\*\*sales\*\*\* \*\*\*prices\*\*\* to pretend to give deep discounts.

PRODUCT: Cosmetics (2844CO);  
EVENT: National Government Economics (94); Marketing Procedures (24);  
COUNTRY: South Korea (9SOK);

16/5/26 (Item 11 from file: 583)  
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06380207  
Kaubamajan tulo ei pelota kilpailijoita  
FINLAND: KAUBAMAJA TO OPEN STORE IN HELSINKI  
Kauppalehti (XFD) 16 Oct 1996 p.4  
Language: FINNISH

Kaubamaja of Estonia has leased premises in Helsinki, Finland in order to set up its first overseas retail store. It aims at annual clothing \*\*\*sales\*\*\* of FMk 20mn (US\$ 4.4mn), \*\*\*targeting\*\*\* ordinary consumers. \*\*\*Prices\*\*\* are not likely to differ from the prices of the other \*\*\*retailers\*\*\* in downtown Helsinki. The net sales of Kaubamaja are approx. FMk 240mn. It will decide on possibly expanding elsewhere in Finland based on the experience gained in Helsinki. The clothing \*\*\*retailers\*\*\* in downtown Helsinki are not concerned about the entry of Kaubamaja.

COMPANY: KAUBAMAJA

EVENT: Capital Expenditure (43); Plant & Equipment Sales (66); Planning  
& Information (22); Company Formation (12);  
COUNTRY: USSR (6USS);

16/5/27 (Item 12 from file: 583)  
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06355129  
Tampines HDB resale flat deals down 20-25%  
SINGAPORE: TAMPINES REALE FLAT VOLUME DOWN  
Business Times (XBA) 22 Aug 1996 P.4  
Language: ENGLISH

The resale volume of the HDB flats in one of Singapore's hottest residential property spot, Tampines, has gone down by some 20 to 25%. The fall was \*\*\*party\*\*\* due to the anti-speculation measures that were implemented by the government in May 1996. Nevertheless, analysts feel that the current situation in Tampines follows the general market trend, and that they are not surprised to see both Tampines and Bishan resale prices and volumes declining. Based on figures by the HDB, transactions of resale flats in the second quarter fell by 11% to 8,992, down from the 10,104 cases in the first 3 months. Resale volume of 5-room flats fell the most, from 1,611 cases to 1,300, down by 19.3%. In general, the asking prices for 5-A flats also dipped from S\$ 570,000 to S\$ 550,000. But for the recent few deals, the \*\*\*transaction\*\*\* \*\*\*prices\*\*\* \*\*\*actually\*\*\* went down to as

low as S\$ 520,000. Meanwhile, the transaction prices for the smaller 5-I flats are ranged between S\$ 460,000-S\$ 470,000. As for 4-room flats, they are selling at about S\$ 320,000 to S\$ 330,000.

PRODUCT: Multifamily Housing (1523);

EVENT: Commodity & Service Prices (72); Market & Industry News (60);  
Sales & Consumption (65);

COUNTRY: Singapore (9SIN);

16/5/28 (Item 13 from file: 583)

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06319850

Wing Tai not reducing its prices for Duchess Crest units

SINGAPORE: PRICES OF WING TAI'S PROJECT TO STAY

The Straits Times (XBB) 5 Jun 1996 P.40

Language: ENGLISH

Despite new anti-speculation measures introduced by the Singapore government on 15 May 1996, Wing Tai Holdings is not reducing the prices for its Duchess Crest condominium project in Bukit Timah. The overall \*\*\*actual\*\*\* \*\*\*selling\*\*\* \*\*\*prices\*\*\* for units of the 99-year leasehold project were 2-3% higher than earlier indicated to potential buyers. According to Wing Tai's deputy chairman Edmund Cheng, about 40% of the 251-unit project had been taken up, of which six units were sold to related \*\*\*parties\*\*\* but without preferential pricing. Another 50 units had been reserved. Wing Tai will also not cut the prices of units in its next project at Sunrise Avenue. Comprising 253 condominium units and nine landed homes on 99-year land, the project is expected to be launched in nine months' time.

COMPANY: WING TAI HOLDINGS

PRODUCT: Multifamily Housing (1523); Property Development (6552PD);

EVENT: Companies Activities (10); Planning & Information (22);

COUNTRY: Singapore (9SIN);

16/5/29 (Item 14 from file: 583)

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06255270

Hintojen ei uskota laskevan

FINLAND: IKEA PROMISES LESS EXPENSIVE FURNITURE

Demari (XFF) 18 Jan 1996 p. 11

Language: FINNISH

Ikea, Swedish chain of home-decorating department stores, promises to sell furniture at the lowest prices in Finland. Bengt Larsson, chairman of the board of the Finnish subsidiary, will not comment on the sales target of Ikea. He emphasizes that Ikea is \*\*\*selling\*\*\* at the lowest prices of the market everywhere, but the \*\*\*actual\*\*\* \*\*\*price\*\*\* level will be determined by the local market conditions. Camilla Lindroos has been appointed managing director of Ikea Finland. She says Ikea is currently studying the question of approving various payment and credit cards which are very popular in Finland. Instead, mail-order services will not be introduced. Taisto Eronen, MD of the Finnish association of furniture \*\*\*retailers\*\*\*, expects the penetration of Ikea to increase competition particularly in the Helsinki Metropolitan Area. However, prices, already rather low as a result of the economic downswing, are not expected to decline significantly. The entry of Ikea will, in his opinion, affect the most adversely those furniture \*\*\*retailers\*\*\* that have been competing with price.

COMPANY: IKEA

PRODUCT: Furniture & Fixtures (2500); Retail Trade (5200);  
EVENT: Commodity & Service Prices (72); Market & Industry News (60);  
Capital Expenditure (43); Plant & Equipment Sales (66);  
COUNTRY: Sweden (5SWE); Finland (5FIN);

16/5/30 (Item 15 from file: 583)  
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06227643  
\*\*\*Dealer\*\*\* to buy and sell used cars at fixed prices  
MALAYSIA: USED CARS TRADING AT FIXED PRICE  
The Star (XAT) 11 Nov 1995 P.B/9  
Language: ENGLISH

Carland (M) Sdn Bhd is introducing a new concept of used cars trading in Malaysia. Carland will purchase and dispose used cars at fixed market prices. The company will charge 2% administrative fee on the \*\*\*seller\*\*\* while the used car buyers will not have to bear any \*\*\*cost\*\*\*. The company \*\*\*targets\*\*\* to \*\*\*sell\*\*\* 200 to 300 used cars per month. Presently, the company will focus on locally-made and Japanese-made used cars of no more than 2,000 cc market. Meanwhile, the company is planning to venture into car spare parts manufacturing, property development and management consultancy.

PRODUCT: Used Car \*\*\*Dealers\*\*\* (5521);  
EVENT: Product Design & Development (33); Planning & Information (22);  
COUNTRY: Malaysia (9MAO);

16/5/31 (Item 16 from file: 583)  
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06183870  
BARGAIN HUNTING THE REASON WATCH \*\*\*RETAILERS\*\*\* HAVE HIGH DISPLAY PRICES  
SINGAPORE: BARGAINING, 'IN OR OUT'?  
The Straits Times (XBB) 31 Jul 1995 P. 3 (Life)  
Language: ENGLISH

According to Mr Tan Soo Khoon, member of Parliament for Bedok GRC, huge discounts are often 'given' on watches and list prices are not a good indicator of the \*\*\*actual\*\*\* \*\*\*selling\*\*\* \*\*\*prices\*\*\* of watches. However, his view is not being shared by the watch \*\*\*retailers\*\*\*. The manager of Roy Eastern Watch & Deluxe Eastern Watch claimed that it is up to the respective \*\*\*retailers\*\*\* to give the discounts to their clients. And the discounts usually range from 10%-30%. Sincere Watch's assistant manager believed that fixed-price strategy is not good as it made the local \*\*\*retailers\*\*\* less competitive than its foreign counterparts. He claimed that bargaining is a common practice in Asia. However, Dr Prem Shamdasani, a senior lecturer from National University of Singapore indicated that bargaining is fading away in most develop retail cultures. In fact, many Singaporeans do prefer not to bargain.

COMPANY: SINCERE WATCH; ROY EASTERN WATCH & DELUXE EASTERN WATCH  
PRODUCT: Retail Trade (5200);  
EVENT: Market & Industry News (60);  
COUNTRY: Singapore (9SIN);

16/5/32 (Item 17 from file: 583)  
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05887910

COMMENT LES DISTRIBUTEURS FONT FACE A LA CRISE

FRANCE: THE \*\*\*RETAILERS\*\*\* MOBILISE

LSA (LSA) 16 Sep 1993 No1363, p.32-35

Language: FRENCH

The drop in consumption hit the retail sector hard. Hypermarkets sales dropped 6.1% in 1992 in May 1993 they fell another 5.8%. Large and small household appliances were especially affected, the attendance rate dropped, and the size of the average market basket shrank. Lower purchasing power led to changes in consumption. Consumers buy less and favour lowest-priced products. Although \*\*\*retailers\*\*\* deplore this overall trend to lower prices, they are forced to follow along. At Carrefour, the lowest prices represent between 8% and 10% of the market share for each category and Casino plans to double the number of lowest-priced products in its stocks. \*\*\*Retailers\*\*\* are taking steps to combat the shrinking \*\*\*sales\*\*\* volume and margins, and are consolidated advertising and cutting \*\*\*costs\*\*\*. By \*\*\*optimising\*\*\* shelf space, they can analyse the direct costs for each product. Even though the selection is not really smaller, many major brand items have been dropped. They are examining overhead costs with a fine tooth comb looking for ways to save money. Payroll costs top the list, and some \*\*\*retailers\*\*\* plan to cut work hours, increase part-time jobs, and eliminate some cashiers. Strengthening capital stock is also a priority; rules for sponsoring Leclerc hypermarkets have hardened with financial control being strictly regulated. However, all of the anti-recession measures are not part of a real cohesive strategy. Every one is doing the best to limit margin shrinking and refusing to panic.

COMPANY: CARREFOUR

PRODUCT: Hypermarkets (5321); Grocery Stores (5411);

EVENT: Company Reports & Accounts (83); Marketing Procedures (24);

COUNTRY: France (4FRA);

16/5/33 (Item 18 from file: 583)

DIALOG(R) File 583:Gale Group Globalbase(TM)

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05040004

Yanase set to unveil Opel distribution deal

JAPAN - YANASE SET TO UNVEIL OPEL DISTRIBUTION DEAL

Financial Times (C) 1992 (FT) 29 April 1992 p33

Yanase (Japan): this article looks in detail at the wider implications of this car importer's switch from Volkswagen. Yanase's expected change of allegiance to Opel heralds a significant shake-up in the hard-fought imported car market in Japan, which is dominated by the German makes of VW/Audi, Mercedes-Benz and BMW. It offers General Motors the \*\*\*chance\*\*\* to make an important breakthrough for its European-built cars. Yanase's switch to \*\*\*sell\*\*\* Opel through its extensive Japanese \*\*\*dealer\*\*\* \*\*\*network\*\*\* has been prompted by an \*\*\*increasingly\*\*\* bitter conflict with the VW group, which it has represented in Japan for 38 years. The company has agreed to provide after-sales service for existing VW/Audi customers during the two years - 1993 and 1994 - after it terminates its sales contract. Volkswagen must now accelerate its plans to develop its two other sales channels. One, called Fahren, will be developed under the direction of Volkswagen Audi Nippon (VAN). The second Duo, is being developed by Toyota. VW will become much more dependent on it. In the wake of Yanase's withdrawal, Volkswagen said in Tokyo it expected its sales in Japan to fall to around 32,000 in 1993 from a planned level of 48,000 in 1992. This could be over-optimistic, however, and VW's leading position in Japan will be under threat, at least in the short term. Chart shows: car

imports into Japan 1991. (Abstract)\*\*  
Copyright: Financial Times Ltd 1992

COMPANY: YANESE; OPEL; VOLSKWAGEN

PRODUCT: Family Cars (3711FC);  
EVENT: DISTRIBUTION/LICENSING AGREEMENTS (38); DISTRIBUTION/LICENSING  
AGREEMENTS (38);  
COUNTRY: Japan (9JPN); OECD Pacific (915);

16/5/34 (Item 19 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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03330330  
NEW PULSE VARIETIES RESEARCHED  
UK - NEW PULSE VARIETIES RESEARCHED  
Food Manufacture (FM) 0 February 1990 p37-38  
ISSN: 0015-6477

UK: Processors of dried, frozen and canned peas invest GBP1.5 mil/y to research new varieties, with an additional GBP2.5 mil invested in development and market research. New varieties are assessed every year for producers by groups such as The Processors and Growers Research Organisation (PGRO), as new improved varieties can demand \*\*\*optimum\*\*\* \*\*\*prices\*\*\* from the processor and seed \*\*\*merchant\*\*\*. \*\*\*Sales\*\*\* of canned peas are falling 3-4%/y, according to T Hazelton, buyer, Safeway, as the consumer is seeking a fresher taste. Article examines pea and bean market in detail.

PRODUCT: Fruit & Nuts (0170); Frozen Food (2030FF);  
EVENT: MARKET & INDUSTRY NEWS (60);  
COUNTRY: United Kingdom (4UK); OECD Europe (415); NATO Countries (420);  
South East Asia Treaty Organisation (913);

16/5/35 (Item 20 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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03314330  
TERADATA TO BUY SHAREBASE  
US - TERADATA TO BUY SHAREBASE  
Computergram International (CGI) 23 February 1990  
ISSN: 0268-716X

Teradata (US), maker of DBC 1012 database systems, has signed a letter of intent to acquire ShareBase (US), also a database company, and formerly Britton Lee. Teradata plans to issue new shares to exchange for all the ShareBase out at a rate equivalent to 60 cents a share, valuing the firm at USD1r6 mil. Teradata reckons the ShareBase products and technology provide it with a unique \*\*\*opportunity\*\*\* to \*\*\*enhance\*\*\* its client-\*\*\*server\*\*\* architecture. Loss-making ShareBase employs 150 and its \*\*\*sales\*\*\* had shrunk to USD1r29m in 1989.

PRODUCT: Database \*\*\*Vendors\*\*\* (7375); Computer Services (COSV);  
EVENT: COMPANIES ACTIVITIES (10);  
COUNTRY: United States (1USA); NATO Countries (420); South East Asia  
Treaty Organisation (913);

16/5/36 (Item 21 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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02842107

SCOTTISH & NEWCASTLE MAY SELL LONDON HOTELS SEPARATELY

UK - SCOTTISH & NEWCASTLE MAY SELL LONDON HOTELS SEPARATELY

Scotsman (SN) 4 August 1989 p15

Scottish & Newcastle Breweries group, is offering to sell London hotels, the Tower and the Royal Horseguards, separately from the rest of the Thistle Group, fetching as much as GBP300 mil. If it sells the hotels separately it will increase its chances of raising the GBP700 mil it is hoping to get from the sale. There is speculation that S&N is finding it harder to achieve its \*\*\*target\*\*\* \*\*\*price\*\*\* than it hoped, but Warburg, \*\*\*merchant\*\*\* bank handling the \*\*\*sale\*\*\*, expects to finalise the deal by early October 1989. There has been talk of several UK and overseas groups putting together a break-up consortium for Thistle, and Far Eastern buyers are still thought to be interested, particularly in the two premier London hotels.

PRODUCT: Beverages (2080); Hotel Trade Catering (7011HT);

EVENT: COMPANIES ACTIVITIES (10);

COUNTRY: United Kingdom (4UK); OECD Europe (415); NATO Countries (420);

South East Asia Treaty Organisation (913);

16/5/37 (Item 22 from file: 583)

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02406141

RESEARCH: BUSINESS CONFIDENCE FALLS

UK - RESEARCH: BUSINESS CONFIDENCE FALLS

Independent (TI) 3 January 1989 p14

A survey published by Dun & Bradstreet, business information group, has shown a sharp fall in business optimism. The survey took in 1k senior executives in large and medium-sized companies before the latest round of mortgage rate rises, and shows that prices will rise across the board in the next quarter, while inflation will increase due to the passing on of manufacturing \*\*\*costs\*\*\*. The \*\*\*retailers\*\*\* \*\*\*optimism\*\*\* index, the percentage expecting increased \*\*\*sales\*\*\* minus the percentage expecting reduced sales, fell to 58 from 75, while the optimism index in the construction sector fell to 47 from 71. However, the non-durable goods sector reported a rise in confidence over the previous quarter.

PRODUCT: Unclassified Business (9990);

EVENT: ECONOMICS (07);

COUNTRY: United Kingdom (4UK); OECD Europe (415); NATO Countries (420);

South East Asia Treaty Organisation (913);

16/5/38 (Item 1 from file: 2)

DIALOG(R) File 2:INSPEC

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7138984 INSPEC Abstract Number: C2002-02-6170-005

Title: Knowledge transactions of heterogeneous \*\*\*agents\*\*\*

Author(s): Sato, K.; Namatame, A.

Author Affiliation: Dept. of Comput. Sci., Nat. Defense Acad., Yokosuka, Japan

Conference Title: Proceedings Fourth International Conference on Computational Intelligence and Multimedia Applications. ICCIMA 2001 p. 98-102

Editor(s): Verma, B.; Namatame, A.; Yao, X.; Selvaraj, H.; de Carvalho, A.; Ohuchi, A.

Publisher: IEEE, Los Alamitos, CA, USA



Publication Date: 2001 Country of Publication: USA xi+433 pp.  
ISBN: 0 7695 1312 3 Material Identity Number: XX-2001-02501  
U.S. Copyright Clearance Center Code: 0-7695-1312-3/01/\$10.00  
Conference Title: Proceedings Fourth International Conference on  
Computational Intelligence and Multimedia Applications. ICCIMA 2001  
Conference Date: 30 Oct.-1 Nov. 2001 Conference Location: Yokusika  
City, Japan  
Language: English Document Type: Conference Paper (PA)  
Treatment: Practical (P)  
Abstract: We propose a new type of social interaction as knowledge  
transactions. Two \*\*\*agents\*\*\* consider to trade a set of heterogeneous  
knowledge on which they have different value judgments. We aggregate by  
their different \*\*\*value\*\*\* judgements with \*\*\*threshold\*\*\*. The knowledge  
\*\*\*transactions\*\*\* are formulated as symmetric coordination games. We  
investigate what types of knowledge will be successfully traded through the  
knowledge trading games. (12 Refs)  
Subfile: C  
Descriptors: knowledge based systems; software \*\*\*agents\*\*\*  
Identifiers: knowledge transactions; heterogeneous \*\*\*agents\*\*\*; social  
interaction; symmetric coordination games; knowledge trading games  
Class Codes: C6170: (Expert systems and other AI software and techniques)  
; C1230 (Artificial intelligence)  
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16/5/39 (Item 2 from file: 2)  
DIALOG(R)File 2:INSPEC  
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6799942

**Title: Cisco, DEC, HP, IBM, Plaintree, and Lucent networking equipment  
[residual value forecasts]**

Journal: Networking Strategies vol.8, no.11 p.4-5  
Publisher: Computer Economics,  
Publication Date: Nov. 2000 Country of Publication: USA  
CODEN: NESTFJ ISSN: 1089-9405  
SICI: 1089-9405(200011)8:11L:4:CPLN;1-I  
Material Identity Number: H407-2000-010  
Language: English Document Type: Journal Paper (JP)  
Treatment: Economic aspects (E)  
Abstract: Shows current residual value forecasts (RVFs) for networking  
equipment from various \*\*\*vendors\*\*\*. RVFs are presented in US dollars and  
are based on single, retail, \*\*\*buy\*\*\* \*\*\*prices\*\*\*. \*\*\*Actual\*\*\*  
\*\*\*prices\*\*\* must be adjusted to account for broker commissions. (0 Refs)  
Subfile: D  
Descriptors: computer network management  
Identifiers: residual value forecasts; networking equipment; Cisco; DEC;  
HP; IBM; Plaintree; Lucent  
Class Codes: D5020 (Computer networks and intercomputer communications  
in office automation)  
Copyright 2001, IEE

16/5/40 (Item 3 from file: 2)  
DIALOG(R)File 2:INSPEC  
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6663582 INSPEC Abstract Number: B2000-09-8110B-059

**Title: California's restructuring optimization models**  
Author(s): Gribik, P.  
Conference Title: 2000 IEEE Power Engineering Society Winter Meeting.  
Conference Proceedings (Cat. No.00CH37077) Part vol.3 p.1695 vol.3  
Publisher: IEEE, Piscataway, NJ, USA  
Publication Date: 2000 Country of Publication: USA 4 vol. xxxv+2319  
pp.

ISBN: 0 7803 5935 6      Material Identity Number: XX-2000-01251  
U.S. Copyright Clearance Center Code: 0 7803 5935 6/2000/\$10.00  
Conference Title: 2000 IEEE Power Engineering Society Winter Meeting.

Conference Proceedings

Conference Date: 23-27 Jan. 2000      Conference Location: Singapore  
Language: English      Document Type: Conference Paper (PA)  
Treatment: Economic aspects (E); Theoretical (T)

Abstract: Summary form only given as follows. Many approaches to restructuring electricity markets employ optimization models as the core of their market engines. Optimization models are used in markets based on mandatory pools as well as some markets based on bilateral transaction. The optimization models determine winning \*\*\*sellers\*\*\* and buyers of various commodities (energy, ancillary services, transmission, etc.) and set marginal-cost-based prices for the \*\*\*transactions\*\*\*. For the markets to produce economically meaningful \*\*\*prices\*\*\*, the \*\*\*optimization\*\*\* models of the market must be designed carefully and have appropriate range. California's restructuring is used to illustrate how the optimization models may be formulated to achieve market characteristics desired by the participants. It is also be used to illustrate potential dangers. Experience with the California market is used to illustrate how energy marketers can bid for transmission access in forward markets without commingling the energy marketers in a common pool. California's ancillary service markets are used to illustrate the potential for distortion of marginal cost signals when a single resource can bid to provide capacity in several markets that are not optimized simultaneously. (0 Refs)

Subfile: B

Descriptors: electricity supply industry; optimisation; power system economics

Identifiers: electricity markets restructuring; optimization models; California; mandatory pools; bilateral transaction; \*\*\*sellers\*\*\*; buyers; energy; ancillary services; transmission; marginal-cost-based prices

Class Codes: B8110B (Power system management, operation and economics)  
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16/5/41      (Item 4 from file: 2)

DIALOG(R)File 2:INSPEC

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6579589

Title: 3Com, Cabletron, and Cisco networking equipment

Journal: Networking Strategies      vol.8, no.4      p.8

Publisher: Computer Economics,

Publication Date: April 2000      Country of Publication: USA

CODEN: NESTFJ      ISSN: 1089-9405

SICI: 1089-9405(200004)8:4L:8:3CCN;1-F

Material Identity Number: H407-2000-004

Language: English      Document Type: Journal Paper (JP)

Treatment: Economic aspects (E)

Abstract: Our current residual value forecasts (RVFs) for networking equipment from various \*\*\*vendors\*\*\* are given. RVFs are presented in U.S. Dollars (thousands) and are based on single, retail \*\*\*buy\*\*\* \*\*\*prices\*\*\*. \*\*\*Actual\*\*\* \*\*\*prices\*\*\* must be adjusted to account for broker commissions. (0 Refs)

Subfile: D

Descriptors: computer networks

Identifiers: 3Com networking equipment; Cabletron networking equipment; Cisco networking equipment; residual value forecasts; single retail buy prices

Class Codes: D5020 (Computer networks and intercomputer communications)  
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16/5/42      (Item 5 from file: 2)

DIALOG(R)File 2:INSPEC

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6579009 INSPEC Abstract Number: C2000-06-1290D-053

**Title: Transaction costs and nonlinear adjustment in option prices**

Author(s): Hunter, J.; Ioannidis, C.; Monoyios, M.

Author Affiliation: Dept. of Econ. & Finance, Brunel Univ., Uxbridge, UK

Journal: Neural Network World Conference Title: Neural Netw. World (Czech Republic) vol.10, no.1-2 p.255-69

Publisher: UIVT AV CR - NNW,

Publication Date: 2000 Country of Publication: Czech Republic

CODEN: NNWOFJ ISSN: 1210-0552

SICI: 1210-0552(2000)10:1/2L.255:TCNA;1-9

Material Identity Number: F268-2000-003

Conference Title: 7th International Workshop on Parallel Applications in Statistical and Economics

Conference Date: 2-5 April 2000 Conference Location: Leuven, Belgium

Language: English Document Type: Conference Paper (PA); Journal Paper (JP)

Treatment: Theoretical (T)

Abstract: We develop a model of optimal valuation and hedging of options in the presence of proportional transaction costs. The model places bounds on option prices by requiring that a \*\*\*trader\*\*\* suffers no marginal loss of utility when diverting a fraction of his initial wealth into the purchase or sale of options. The resulting singular stochastic optimal control problem for the option price is subject to "super contact" (or "smooth pasting") conditions applied at the boundaries of the investor's no-\*\*\*transaction\*\*\* region. These lead to possible nonlinear adjustment of the option \*\*\*price\*\*\* if the \*\*\*optimal\*\*\* pricing bands are violated, causing corrective trades by option \*\*\*traders\*\*\*. Empirical analysis of FTSE 100 index options lends support to the theoretical hypothesis. (22 Refs)

Subfile: C

Descriptors: costing; dynamic programming; economic cybernetics; investment; stock markets

Identifiers: transaction costs; nonlinear adjustment; option prices; optimal valuation; options hedging; singular stochastic optimal control; optimal pricing bands; FTSE 100 index; dynamic programming

Class Codes: C1290D (Systems theory applications in economics and business); C1180 (Optimisation techniques)

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16/5/43 (Item 6 from file: 2)

DIALOG(R) File 2:INSPEC

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6504101 INSPEC Abstract Number: B2000-03-8110B-071, C2000-03-3340H-321

**Title: Providing competitive ancillary services through efficient market structures**

Author(s): Bonvini, B.; Denegri, G.B.; Invernizzi, M.; Scarpellini, P.

Author Affiliation: Dept. of Electr. Eng., Genoa Univ., Italy

Conference Title: PowerTech Budapest 99. Abstract Records. (Cat. No.99EX376) p.158

Publisher: IEEE, Piscataway, NJ, USA

Publication Date: 1999 Country of Publication: USA xviii+308 pp.

ISBN: 0 7803 5836 8 Material Identity Number: XX-1999-00599

U.S. Copyright Clearance Center Code: 0 7803 5836 8/99/\$10.00

Conference Title: Proceedings of 1999 PowerTech Conference

Conference Date: 29 Aug.-2 Sept. 1999 Conference Location: Budapest, Hungary

Language: English Document Type: Conference Paper (PA)

Treatment: Practical (P)

Abstract: Most electric companies are facing structural changes due to increasing economic pressure towards deregulation and creation of power markets. One of the most critical issues still remaining open in this

context is providing ancillary services competitively. The main focus of the paper is the implementation of a framework for the valuation of ancillary services that market participants are \*\*\*selling\*\*\* or \*\*\*buying\*\*\*, so that the \*\*\*optimal\*\*\* \*\*\*prices\*\*\* at which each service is exchanged will be more easily agreed by the \*\*\*parties\*\*\*. The quantifying method proposed in the paper is based on the relationship between the availability (the use) of the generic ancillary service and the state (the transition) the system is presently experimenting. The efficacy of the method is tested with reference to different active power services, given by spinning reserve and frequency regulation. (0 Refs)

Subfile: B C

Descriptors: electricity supply industry; frequency control; power system control

Identifiers: competitive ancillary services; market structures; electric companies; economic pressure; deregulation; power markets creation; active power services; spinning reserve; frequency regulation

Class Codes: B8110B (Power system management, operation and economics); B8110C (Power system control); C3340H (Control of electric power systems); C3110G (Frequency control)

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16/5/44 (Item 7 from file: 2)

DIALOG(R)File 2:INSPEC

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6492575

**Title: Networking equipment [residual value forecasts]**

Journal: Networking Strategies vol.8, no.2 p.6-7

Publisher: Computer Economics,

Publication Date: Feb. 2000 Country of Publication: USA

CODEN: NESTFJ ISSN: 1089-9405

SICI: 1089-9405(200002)8:2L.6:NERV;1-L

Material Identity Number: H407-2000-002

Language: English Document Type: Journal Paper (JP)

Treatment: Economic aspects (E); Practical (P)

Abstract: A figure shows residual value forecasts (RVFs) for networking equipment from various \*\*\*vendors\*\*\*. RVFs are presented in US dollars and are based on single, retail \*\*\*buy\*\*\* \*\*\*prices\*\*\*. \*\*\*Actual\*\*\* \*\*\*prices\*\*\* must be adjusted to account for broker commissions. (0 Refs)

Subfile: D

Descriptors: computer network management; equipment selection

Identifiers: residual value forecasts; networking equipment

Class Codes: D5020 (Computer networks and intercomputer communications)

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16/5/45 (Item 8 from file: 2)

DIALOG(R)File 2:INSPEC

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6222311 INSPEC Abstract Number: C1999-05-7120-041

**Title: Electronic commerce-challenges faced by firms**

Author(s): Schoder, D.; Strauss, R.E.

Author Affiliation: IIG-Telematik, Freiburg Univ., Germany

Journal: Industrie Management vol.15, no.1 p.55-60

Publisher: GITO-Verlag,

Publication Date: 1999 Country of Publication: Germany

CODEN: IDMAF6 ISSN: 1434-1980

SICI: 1434-1980(1999)15:1L.55:ECCF;1-7

Material Identity Number: F241-1999-001

Language: German Document Type: Journal Paper (JP)

Treatment: General, Review (G)

Abstract: Describes electronic commerce. Empirical aspects of electronic commerce are examined and the differences between various types of

companies using electronic commerce are considered. There is \*\*\*increasing\*\*\* competition over the World Wide \*\*\*Web\*\*\* (\*\*\*WWW\*\*\*) and there are \*\*\*opportunities\*\*\* for \*\*\*selling\*\*\* added-value. Advertising over the \*\*\*WWW\*\*\* is examined and dependence on third \*\*\*parties\*\*\* is discussed. Web-based services can act as catalysts. (3 Refs)

Subfile: C

Descriptors: advertising data processing; business data processing; electronic commerce; Internet

Identifiers: electronic commerce; companies; World Wide Web; added-value; advertising; WWW; third \*\*\*parties\*\*\*; Web-based services

Class Codes: C7120 (Financial computing); C7210N (Information networks); C7170 (Marketing computing)

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16/5/46 (Item 9 from file: 2)

DIALOG(R)File 2:INSPEC

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6176335 INSPEC Abstract Number: A1999-07-0620H-005, B1999-04-7130-006, C1999-04-7320-016

**Title:** Remote characterization of optoelectronic devices over the Internet

Author(s): O'Dowd, R.; Maxwell, D.; Farrell, T.; Dunne, J.

Author Affiliation: Optoelectron. Ras. Centre, Univ. Coll. Dublin, Ireland

Conference Title: OFMC '97. 4th Optical Fibre Measurement Conference. Conference Digest p.155-8

Publisher: NPL, Teddington, UK

Publication Date: 1997 Country of Publication: UK xi+286 pp.

ISBN: 0 946754 19 5 Material Identity Number: XX-1999-00071

Conference Title: OFMC '97. 4th Optical Fibre Measurement Conference. Conference Digest

Conference Sponsor: York Technol.; Photon Kinetics

Conference Date: 29 Sept.-1 Oct. 1997 Conference Location: Teddington, UK

Language: English Document Type: Conference Paper (PA)

Treatment: Applications (A); Experimental (X)

Abstract: The ability to remotely characterize optoelectronic devices, whether active or passive has many attractions and presents various \*\*\*opportunities\*\*\*. These are further \*\*\*enhanced\*\*\* when the accessibility features of the \*\*\*Internet\*\*\* are added. Applications include international collaborations (e.g., ACTS), device \*\*\*purchasing\*\*\* (where the \*\*\*vendor\*\*\* allows testing by prospective buyer), round-robin exercises, distance learning, remote (re-) calibration in networks etc. It will be demonstrated that the most sophisticated optoelectronic measurements can be carried out on these devices under the control of a local server PC from any location in the world without sacrificing the security of the laboratory which R/D engineers require and expect. Actual experiments will be described along with the virtual instrument suite and command protocols. (0 Refs)

Subfile: A B C

Descriptors: calibration; Internet; optical testing; optoelectronic devices; physics computing

Identifiers: remote characterization; optoelectronic devices; Internet; international collaborations; ACTS; device purchasing; \*\*\*vendor\*\*\*; round-robin exercises; distance learning; remote calibration; optoelectronic measurements; local server PC; virtual instrument suite; command protocols

Class Codes: A0620H (Measurement standards and calibration); A4285F (Optical testing techniques); B7130 (Measurement standards and calibration); B4200 (Optoelectronic materials and devices); B6210L (Computer communications); C7320 (Physics and chemistry computing); C5620W (Other computer networks); C7210N (Information networks)

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16/5/47 (Item 10 from file: 2)

DIALOG(R)File 2:INSPEC

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6107029 INSPEC Abstract Number: C9901-1290D-051

**Title: Risk-return arguments applied to options with trading costs**

Author(s): Aurell, E.; Zyczkowski, K.

Author Affiliation: Dept. of Math., Stockholm Univ., Sweden

Journal: Journal de Physique IV (Proceedings) Conference Title: J. Phys. IV, Proc. (France) vol.8, no.6 p.3-12

Publisher: EDP Sciences,

Publication Date: Oct. 1998 Country of Publication: France

ISSN: 1155-4339

SICI: 1155-4339(199810)8:6L.3:RRAA;1-#

Material Identity Number: G377-98005

Conference Title: International Conference on Disorder and Chaos in honour of Giovanni Paladin

Conference Date: 22-24 Sept. 1997 Conference Location: 'La Sapienza', Italy

Language: English Document Type: Conference Paper (PA); Journal Paper (JP)

Treatment: Theoretical (T)

Abstract: We study the problem of option pricing and hedging strategies within the frame-work of risk-return arguments. An economic \*\*\*agent\*\*\* is described by a utility function that depends on profit (an expected value) and risk (a variance). In the ideal case without \*\*\*transaction\*\*\* costs the \*\*\*optimal\*\*\* strategy for any given \*\*\*agent\*\*\* is found as the explicit solution of a constrained \*\*\*optimization\*\*\* problem. \*\*\*Transaction\*\*\* costs are taken into account on a perturbative way. A rational option price, in a world with only these \*\*\*agents\*\*\*, is then determined by considering the points of view of the buyer and the writer of the option. Price and strategy are determined to first order in the transaction costs. (16 Refs)

Subfile: C

Descriptors: chaos; costing; international trade; optimisation; risk management; stock markets

Identifiers: risk-return arguments; option pricing; hedging strategies; utility function; transaction costs; optimal strategy; constrained optimization problem

Class Codes: C1290D (Systems theory applications in economics and business); C1180 (Optimisation techniques)

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16/5/48 (Item 11 from file: 2)

DIALOG(R)File 2:INSPEC

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5985983 INSPEC Abstract Number: C9809-7120-019

**Title: Proceedings of the IEEE/IAFE/INFORMS 1998 Conference on Computational Intelligence for Financial Engineering (CIFER) (Cat. No.98TH8367)**

Publisher: IEEE, New York, NY, USA

Publication Date: 1998 Country of Publication: USA 263 pp.

ISBN: 0 7803 4930 X Material Identity Number: XX98-01877

Conference Title: Proceedings of the IEEE/IAFE/INFORMS 1998 Conference on Computational Intelligence for Financial Engineering (CIFER)

Conference Sponsor: IEEE Neural Network Council; Int. Assoc. Financial Eng.; Inst. Oper. Res. & Manage. Sci

Conference Date: 29-31 March 1998 Conference Location: New York, NY, USA

Language: English Document Type: Conference Proceedings (CP)

Abstract: The following topics were dealt with: computational intelligence for financial engineering; robust portfolio \*\*\*optimization\*\*\*

; \*\*\*price\*\*\* formation in short \*\*\*sale\*\*\* prohibition market; forecasting expectations of insured depository default and catastrophic losses; fuzzy target selection in direct marketing; Mexican banks; knowledge based system for option pricing algorithms; stock returns; cointegration by MCA and modular MCA; uncertainty for stock performance; mixed memory Markov models for time series analysis; \*\*\*agent\*\*\*-based financial market simulations; cash flow mapping in VAR estimations; international trade nonlinear dynamics; Black-Scholes environment genetic programming; investment strategies for emerging markets; expert information fusion; volatility in currency options; adaptive trading \*\*\*agents\*\*\* for double-auction markets; and unsupervised learning for financial forecasting.

Subfile: C

Descriptors: financial data processing; genetic algorithms; investment; knowledge based systems; neural nets; stock markets

Identifiers: computational intelligence; financial engineering; robust portfolio optimization; price formation; short sale prohibition market; forecasting expectations; insured depository default; insured depository catastrophic losses; fuzzy target selection; direct marketing; Mexican banks; knowledge based system; option pricing algorithms; stock returns; cointegration; MCA; modular MCA; uncertainty; stock performance; mixed memory Markov models; time series analysis; \*\*\*agent\*\*\*-based financial market simulations; cash flow mapping; VAR estimations; international trade nonlinear dynamics; Black-Scholes environment genetic programming; genetic programming; investment strategies; emerging markets; expert information fusion; volatility; currency options; adaptive trading \*\*\*agents\*\*\*; double-auction markets; unsupervised learning; financial forecasting

Class Codes: C7120 (Financial computing); C6170 (Expert systems); C1230 (Artificial intelligence); C1180 (Optimisation techniques); C5290 (Neural computing techniques)

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16/5/49 (Item 12 from file: 2)

DIALOG(R) File 2:INSPEC

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5980783 INSPEC Abstract Number: C9809-1290D-047

**Title: An analytical inventory model for exponentially deteriorating inventory under the influence of marketing policies with variable markup under price change anticipation**

Author(s): Gor, A.S.; Shah, N.H.

Author Affiliation: Dept. of Math., Gujarat Univ., Ahmedabad, India

Journal: Economic Computation and Economic Cybernetics Studies and Research vol.31, no.1-4 p.125-31

Publisher: Acad. Econ. Studies,

Publication Date: 1997 Country of Publication: Romania

CODEN: ECECAI ISSN: 0424-267X

SICI: 0424-267X(1997)31:1/4L:125:AIME;1-C

Material Identity Number: E057-98001

Language: English Document Type: Journal Paper (JP)

Treatment: Theoretical (T)

Abstract: An inventory model, when items are subject to deterioration is developed under different marketing policies using the concept of variable mark up where discounts are offered on bulk purchases when a \*\*\*vendor\*\*\* announces an increase in price of a unit from some future date. In the mathematical model, shortages are not allowed and it is assumed that any unit unsold at the end of the period has no economic value. The effect of deterioration, elasticity and price increase in unit \*\*\*cost\*\*\*, \*\*\*optimum\*\*\* \*\*\*purchase\*\*\* quantity and net profit is studied with the help of numerical illustration. (7 Refs)

Subfile: C

Descriptors: marketing; stock control

Identifiers: analytical inventory model; exponentially deteriorating inventory; marketing policies; variable markup; price change anticipation; optimum purchase quantity; net profit

Class Codes: C1290D (Systems theory applications in economics and business)  
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16/5/50 (Item 13 from file: 2)

DIALOG(R)File 2:INSPEC

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5968217 INSPEC Abstract Number: C9808-1290F-159

Title: Comments on: a comparative analysis for determining \*\*\*optimal\*\*\*  
\*\*\*price\*\*\* and order quantity when a \*\*\*sale\*\*\* increases demand

Author(s): Joglekar, P.; Lee, P.

Author Affiliation: Dept. of Manage., La Salle Univ., Philadelphia, PA, USA

Journal: European Journal of Operational Research vol.109, no.1 p. 228-41

Publisher: Elsevier,

Publication Date: 16 Aug. 1998 Country of Publication: Netherlands

CODEN: EJORDT ISSN: 0377-2217

SICI: 0377-2217(19980816)109:1L:228:CCAD;1-S

Material Identity Number: E272-98013

U.S. Copyright Clearance Center Code: 0377-2217/98/\$19.00

Document Number: S0377-2217(97)00106-9

Language: English Document Type: Journal Paper (JP)

Treatment: Theoretical (T)

Abstract: Although the net present value (NPV) criterion is theoretically the correct approach to developing optimal inventory policies, in the classical EOQ case, the average profit criterion generates solutions that are practically identical to those resulting from the NPV criterion. Nevertheless, Ardalan (1995) suggests that, when the demand for a product is price-elastic and a wholesaler offers a one-time-only price discount, use of the average profit criterion may obtain policies that are drastically suboptimal compared to the policies obtained by using the NPV criterion. We show that this suggestion is based on inaccurate models and inconsistent comparisons. Although in cases of large one-time-only discounts, there may be significant differences in the policies and consequences resulting from the two criteria, such large discounts are unrealistic. Furthermore, the larger the discount, the less practicable are the optimal order quantities based on either one of these criteria. Thus, in most real-life situations, the use of the average profit criterion does not result in serious suboptimization. In these situations, what may be important is not whether a \*\*\*retailer\*\*\* uses the NPV criterion or the average profit criterion, but whether the \*\*\*retailer\*\*\* can and does implement the optimal decisions resulting from the use of either criterion.

(14 Refs)

Subfile: C

Descriptors: marketing; optimisation; stock control

Identifiers: comparative analysis; optimal price; optimal order quantity; net present value criterion; optimal inventory policies; price-elastic demand; one-time-only price discount; average profit criterion

Class Codes: C1290F (Systems theory applications in industry); C1290D (Systems theory applications in economics and business); C1180 (Optimisation techniques)

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16/5/51 (Item 14 from file: 2)

DIALOG(R)File 2:INSPEC

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5753548 INSPEC Abstract Number: C9712-7120-072

Title: Decision support for effective bidding in a competitive business environment

Author(s): Cassaigne, N.; Kromker, M.; Singh, M.G.; Wurst, S.



Author Affiliation: Dept. of Comput., Univ. of Manchester Inst. of Sci. & Technol., UK

Conference Title: 1997 IEEE International Conference on Systems, Man, and Cybernetics. Computational Cybernetics and Simulation (Cat. No.97CH36088-5) Part vol.4 p.3591-6 vol.4

Publisher: IEEE, New York, NY, USA

Publication Date: 1997 Country of Publication: USA 5 vol. 4535 pp.

ISBN: 0 7803 4053 1 Material Identity Number: XX97-02540

U.S. Copyright Clearance Center Code: 0 7803 4053 1/97/\$10.00

Conference Title: 1997 IEEE International Conference on Systems, Man, and Cybernetics. Computational Cybernetics and Simulation

Conference Sponsor: Syst., Man, & Cybernetics Soc. IEEE

Conference Date: 12-15 Oct. 1997 Conference Location: Orlando, FL, USA

Language: English Document Type: Conference Paper (PA)

Treatment: Practical (P)

Abstract: For enterprises with products that are tailor-made to order, both the efficiency and the effectiveness of bid preparation are essential prerequisites to sustain competitiveness. Preparing bids efficiently means reducing effort and resources to a minimum, while effectiveness implies high average success rates at good profit rates. Various approaches and systems exist that focus on increasing efficiency in bid preparation, but support allowing one to improve the effectiveness of the process is lacking. In the face of this situation, an advanced decision support system allowing a \*\*\*sales\*\*\* executive to determine the \*\*\*optimum\*\*\* \*\*\*sales\*\*\* \*\*\*price\*\*\* has been developed within the DECIDE (DECision support for optimal biDding in a competitive business Environment) project (ESPRIT Project No. 22298). To ensure a sound scientific and technological base as well as the optimal practical use of the system, three research institutes and universities, two industrial companies with complex engineered-to-order products and a software \*\*\*vendor\*\*\* are co-operating in the project. This paper describes the approach and presents intermediate results. (6 Refs)

Subfile: C

Descriptors: business data processing; contracts; costing; decision support systems; financial data processing; marketing data processing; negotiation support systems; research initiatives; sales management

Identifiers: decision support system; bidding effectiveness; bid preparation efficiency; competitive business environment; competitiveness; success rates; profit rates; sales executive; \*\*\*optimum\*\*\* \*\*\*sales\*\*\* \*\*\*price\*\*\*; DECIDE project; optimal bidding; ESPRIT Project No. 22298; engineered-to-order products; tailor-made products; costing; successive calculation principle

Class Codes: C7120 (Financial computing); C7102 (Decision support systems); C7170 (Marketing computing)

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16/5/52 (Item 15 from file: 2)

DIALOG(R) File 2:INSPEC

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5662438 INSPEC Abstract Number: B9709-8120-009

Title: Transmission analysis by Nash game method

Author(s): Bai, X.; Shahidehpour, S.M.; Ramesh, V.C.; Erkeng Yu

Author Affiliation: Dept. of Electr. & Comput. Eng., Illinois Inst. of Technol., Chicago, IL, USA

Journal: IEEE Transactions on Power Systems vol.12, no.3 p.1046-52

Publisher: IEEE,

Publication Date: Aug. 1997 Country of Publication: USA

CODEN: ITPSEG ISSN: 0885-8950

SICI: 0885-8950(199708)12:3L:1046:TANG;1-E

Material Identity Number: J607-97003

U.S. Copyright Clearance Center Code: 0885-8950/97/\$10.00

Language: English Document Type: Journal Paper (JP)

Treatment: Economic aspects (E); Theoretical (T)

Abstract: This paper describes an open access transmission method for

maximizing profits in a power system. The proposed method is based on the Nash bargaining game for power flow analysis in which each \*\*\*transaction\*\*\* and its \*\*\*optimal\*\*\* \*\*\*price\*\*\* are determined to optimize the interests of individual \*\*\*parties\*\*\*. Transmission losses are considered by the proposed method, and test cases and results are discussed to present the merits of the proposed method. (25 Refs)

Subfile: B

Descriptors: economics; game theory; load flow; losses; power transmission

Identifiers: Nash game method; open access transmission method; profits maximisation; power flow analysis; optimal price; transmission losses; power system; decentralised power system; wheeling transactions; transmission services cost

Class Codes: B8120 (Power transmission, distribution and supply); B8110B (Power system management, operation and economics); B0140 (Administration and management); B0240E (Game theory)

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16/5/53 (Item 16 from file: 2)

DIALOG(R) File 2:INSPEC

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5503609 INSPEC Abstract Number: C9704-7830-001

**Title: Strategies for smart shopping in cyberspace**

Author(s): Ravindran, S.; Barua, A.; Byungtae Lee; Whinston, A.B.

Author Affiliation: Graduate Sch. of Bus., Texas Univ., Austin, TX, USA

Journal: Journal of Organizational Computing and Electronic Commerce  
vol.6, no.1 p.33-49

Publisher: Ablex Publishing,

Publication Date: 1996 Country of Publication: USA

CODEN: JOCEFM ISSN: 1054-1721

SICI: 1054-1721(1996)6:1L.33:SSSC;1-X

Material Identity Number: F382-97001

Language: English Document Type: Journal Paper (JP)

Treatment: Practical (P)

Abstract: Electronic networks like the Internet have opened up a wide array of choices of products and services. Although the Internet reduces time and unit communication costs, it may not reduce the total \*\*\*transaction\*\*\* cost. Unfortunately, without smart search strategies, the total communication \*\*\*cost\*\*\* may \*\*\*actually\*\*\* increase for network-based \*\*\*transactions\*\*\* because the cost of information processing has not changed significantly for non-standard products, and it increases linearly with the number of potential trading partners. Thus, it is critical for commercial Internet service \*\*\*providers\*\*\* to develop guidelines and applications whereby users can appropriate the full benefits of the technology. We suggest that such value-added services will reduce price competition among the \*\*\*providers\*\*\*. Taking the case of an organizational buyer using the Internet to select a supplier, we demonstrate that the optimal mechanism depends on the nature of product or service being sought, and the buyer's in-house development capability. In the absence of mechanisms, a buyer may spend too much effort and resources to locate a suitable supplier. Depending on the circumstances, organizations may resort to a marriage of an auction and a sequential search. We further show that other mechanisms are needed to improve the efficiency of the search strategy. For repeated transactions, we suggest that a buyer organization continues to revise its set of potential suppliers based on actual experience with a chosen supplier and that it may be optimal to re-start the search process when the current supplier fails to meet requirements. (10 Refs)

Subfile: C

Descriptors: home shopping; Internet; query formulation; transaction processing

Identifiers: electronic shopping; cyberspace; commercial Internet service \*\*\*providers\*\*\*; total transaction cost; smart search strategies;

communication cost; network-based transactions; information processing; trading partners; value-added services; price competition; organizational buyer; in-house development capability; auction; sequential search; efficiency; repeated transactions; potential suppliers; supplier selection mechanisms; Internet search mechanisms

Class Codes: C7830 (Home computing); C7180 (Retailing and distribution computing); C6150N (Distributed systems software); C7250R (Information retrieval techniques); C7210 (Information services and centres)

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16/5/54 (Item 17 from file: 2)

DIALOG(R)File 2:INSPEC

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5012727 INSPEC Abstract Number: C9509-1290D-018

**Title: A comparative analysis of approaches for determining \*\*\*optimal\*\*\*  
\*\*\*price\*\*\* and order quantity when a \*\*\*sale\*\*\* increases demand**

Author(s): Ardalan, A.

Author Affiliation: Coll. of Bus. & Public Adm., Old Dominion Univ., Norfolk, VA, USA

Journal: European Journal of Operational Research vol.84, no.2 p. 416-30

Publication Date: 20 July 1995 Country of Publication: Netherlands

CODEN: EJORDT ISSN: 0377-2217

U.S. Copyright Clearance Center Code: 0377-2217/95/\$09.50

Language: English Document Type: Journal Paper (JP)

Treatment: Theoretical (T)

Abstract: Both average cost (or profit) and present value of cost (or profit) methods have been used in developing inventory policies. Although the present value method represents the costs and revenues better, both methods generate identical solutions for the classical EOQ case. This paper discusses the differences between the two methods and illustrates situations where these two methods generate drastically different policies. Specifically, when a supplier reduces the price of a product temporarily, a \*\*\*retailer\*\*\* might place a special order and offer a discount on these units to its customers to increase demand. This paper uses an average profit method to develop profit functions for different combinations of supplier's sale period and \*\*\*retailer\*\*\*'s replenishment time and presents methods for determining the optimal price and order quantity. Experiments are then conducted to compare the results of average profit and present value of profit approaches for solving the problem. The results indicate that these models may generate drastically different policies for the problem and neither model will consistently generate a larger order quantity. This paper suggests that the present value approach be used to determine optimal policies when there is a temporary change in price and demand. (14 Refs)

Subfile: C

Descriptors: costing; optimisation; stock control

Identifiers: comparative analysis; optimal price determination; order quantity determination; price reduction; average profit method

Class Codes: C1290D (Systems theory applications in economics and business); C1180 (Optimisation techniques)

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16/5/55 (Item 18 from file: 2)

DIALOG(R)File 2:INSPEC

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03967098 INSPEC Abstract Number: C91055228

**Title: The economics of pricing GIS products**

Author(s): Lawrence, J.

Author Affiliation: Metropolitan Planning Commission, Nashville, TN, USA

Conference Title: Proceedings of the 1990 Annual Conference of the Urban

and Regional Information Systems Association. Information: The Currency of the Future p.81-7 vol. 2

Editor(s): Gaudet, R.J.

Publisher: URISA, Washington, DC, USA

Publication Date: 1990 Country of Publication: USA 5 vol. (ix+304+ix+271+viii+143+ix+346+xii+94) pp.

Conference Date: 12-16 Aug. 1990 Conference Location: Edmonton, Alta., Canada

Language: English Document Type: Conference Paper (PA)

Treatment: Economic aspects (E); Theoretical (T)

Abstract: Provides a detailed analysis of the economics issues of pricing GIS products. The author applies established microeconomic price theory to the issue of distributing GIS products. The theory only addresses how to \*\*\*optimally\*\*\* \*\*\*price\*\*\* a good or service that is offered for \*\*\*sale\*\*\* in an imperfect market. The paper begins with the premise that a GIS system, directed by either a government agency or consortium, is a monopolistic \*\*\*seller\*\*\* of the customized and routine products and services that the system produces. The analysis describes how economists define an efficient and socially optimum price, why an unregulated profit maximizing monopolist will not charge this price, and the options available for, and implications of, regulating a monopolist's price. These regulatory options include a discussion of cost recovery issues. Some services are routine, straightforward data requests, some are complex customized products involving significant manipulation. The paper addresses these differences. (0 Refs)

Subfile: C

Descriptors: economics; geographic information systems; marketing

Identifiers: product distribution; geographic information systems; economics; GIS products; pricing; microeconomic price theory; imperfect market; government agency; consortium; monopolistic \*\*\*seller\*\*\*; socially optimum price; unregulated profit maximizing monopolist; cost recovery; data requests; customized products

Class Codes: C0230 (Economic, social and political aspects); C7890 (Other special applications)

16/5/56 (Item 19 from file: 2)

DIALOG(R) File 2:INSPEC

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03661108 INSPEC Abstract Number: C90044811

Title: Transactions costs and portfolio choice in a discrete-continuous-time setting

Author(s): Duffie, D.; Tong-Sheng Sun

Author Affiliation: Stanford Univ., CA, USA

Journal: Journal of Economic Dynamics and Control vol.14, no.1 p. 35-51

Publication Date: Feb. 1990 Country of Publication: Netherlands

CODEN: JEDCDH ISSN: 0165-1889

U.S. Copyright Clearance Center Code: 0165-1889/90/\$3.50

Language: English Document Type: Journal Paper (JP)

Treatment: Theoretical (T)

Abstract: This paper makes the following observation concerning a formulation of the consumption and portfolio choice model of R. Merton (1971), with transaction costs. Suppose that an investor observes his or her current wealth only when making a transaction, that transactions are costly, and that decisions to transact can be made at any time based on all current information. If, at each \*\*\*transaction\*\*\*, the \*\*\*agent\*\*\* is charged a fixed fraction of current portfolio \*\*\*value\*\*\*, an \*\*\*optimal\*\*\* policy exists and the optimal interval of time between \*\*\*transactions\*\*\* is fixed, independent of time and current wealth. (8 Refs)

Subfile: C

Descriptors: optimisation; stock markets

Identifiers: consumption choice; portfolio choice; discrete-continuous-time setting; transaction costs; optimal policy

Class Codes: C1290D (Economics and business); C1180 (Optimisation techniques)

16/5/57 (Item 20 from file: 2)

DIALOG(R)File 2:INSPEC

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03372282 INSPEC Abstract Number: C89034326

Title: Lessons to be learned from implementation and maintenance of a computerized patient care management system for the ICU

Author(s): Sivak, E.D.; Gochberg, J.S.

Author Affiliation: Cleveland Clinic Found., OH, USA

Conference Title: Proceedings. The Twelfth Annual Symposium on Computer Applications in Medical Care (IEEE Cat. No.88CH2616-1) p.768-72

Editor(s): Greenes, R.A.

Publisher: IEEE Comput. Soc. Press, Washington, DC, USA

Publication Date: 1988 Country of Publication: USA xix+908 pp.

ISBN: 0 8186 0881 1

U.S. Copyright Clearance Center Code: 0195-4210/88/0000-0768\$01.00

Conference Sponsor: IEEE

Conference Date: 6-9 Nov. 1988 Conference Location: Washington, DC, USA

Language: English Document Type: Conference Paper (PA)

Treatment: Practical (P)

Abstract: The authors draw on their experience with the implementation of a computerized care-management system for the intensive-care unit (ICU) to illustrate their conclusions about such an undertaking. They conclude that the implementation of computerized patient care systems can be costly but that such systems are cost-justified. When calculating the costs, expectations of the actual labor costs for user training and maintenance of these systems must be defined. The funding will most likely come from operating budgets and will be over and above \*\*\*actual\*\*\* system \*\*\*purchase\*\*\* \*\*\*costs\*\*\*, which are likely to be derived from capital equipment funds. The authors also assert that beyond financial support responsibilities of a health-care institution, \*\*\*vendors\*\*\* should insure self-sufficiency of the institution in training of maintenance personnel and end users adhere to training schedules to insure that implementation takes place in a timely fashion. During the implementation, the end users should review regulations which must be satisfied for computer-generated reports to become a part of the permanent patient record. (2 Refs)

Subfile: C

Descriptors: medical administrative data processing

Identifiers: implementation; computerized patient care management system; ICU; intensive-care unit; labor costs; user training; funding; operating budgets; system purchase costs; capital equipment funds; health-care institution; \*\*\*vendors\*\*\*; self-sufficiency; maintenance personnel; end users; training schedules; computer-generated reports; permanent patient record

Class Codes: C7140 (Medical administration)

16/5/58 (Item 21 from file: 2)

DIALOG(R)File 2:INSPEC

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03261203 INSPEC Abstract Number: C89000746

Title: Determining \*\*\*optimal\*\*\* \*\*\*selling\*\*\* \*\*\*price\*\*\* and lot size when the supplier offers all-unit quantity discounts

Author(s): Abad, P.L.

Author Affiliation: Fac. of Bus., McMaster Univ., Hamilton, Ont., Canada

Journal: Decision Sciences vol.19, no.3 p.622-34

Publication Date: Summer 1988 Country of Publication: USA

CODEN: DESCDQ ISSN: 0011-7315

Language: English Document Type: Journal Paper (JP)

Treatment: Theoretical (T)

Abstract: Deals with finding the \*\*\*optimal\*\*\* \*\*\*price\*\*\* and lot size for a \*\*\*retailer\*\*\* \*\*\*purchasing\*\*\* a product for which the supplier offers all-unit quantity discounts. Demand for the product is assumed to be a decreasing function of price, and a procedure is developed for finding the optimal price and lot size for a class of demand functions. The procedure is then applied to two common demand functions: (1) the constant price-elasticity function, and (2) the linear demand function. (8 Refs)

Subfile: C

Descriptors: decision theory; management science; stock control

Identifiers: inventory management; stock control; \*\*\*optimal\*\*\*

\*\*\*selling\*\*\* \*\*\*price\*\*\*; lot size; quantity discounts; \*\*\*retailer\*\*\* purchasing; optimal price; demand functions

Class Codes: C1290F (Industry); C1140E (Game theory)

16/5/59 (Item 22 from file: 2)

DIALOG(R)File 2:INSPEC

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02960457 INSPEC Abstract Number: D87002384

**Title: Modem prices plummet as speeds skyrocket**

Author(s): Seymour, J.

Journal: Today's Office vol.22, no.1 p.12-16

Publication Date: June 1987 Country of Publication: USA

CODEN: TOOFDN ISSN: 0744-2815

Language: English Document Type: Journal Paper (JP)

Treatment: General, Review (G)

Abstract: Faster and cheaper. That's the story of the PC modem market today. 2400 bps modems are now in the mainstream of the market. In fact, it's getting hard to find 300 bps modems, except in very low-end models. Dual-speed modems that can work at either 1200 or 300 bps now hold center stage and \*\*\*sell\*\*\* in the greatest numbers. These modems probably represent the \*\*\*optimum\*\*\* \*\*\*value\*\*\* for most PC users. In selecting a modem, today's buyer must first choose between an internal, or card modem, and an external unit. Most \*\*\*vendors\*\*\* make electrically identical versions of many of their units in both internal and external styles. The next consideration is the speed of device required. If you've avoided buying a modem until now, now's the time to take the leap. High-quality modems have never been so inexpensive nor provided such high speeds. (0 Refs)

Subfile: D

Descriptors: modems

Identifiers: modems; internal unit; external unit; prices; speed

Class Codes: D4070 (Telephone systems)

16/5/60 (Item 23 from file: 2)

DIALOG(R)File 2:INSPEC

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02914334 INSPEC Abstract Number: D87001786

**Title: Expert systems in the stock exchange**

Author(s): Marshall, D.V.

Journal: Computer Law and Security Report vol.3, no.1 p.21-3

Publication Date: May-June 1987 Country of Publication: UK

CODEN: CLSRE8 ISSN: 0267-3649

Language: English Document Type: Journal Paper (JP)

Treatment: General, Review (G); Practical (P)

Abstract: Expert systems have begun to find applications in stock exchange manipulation. The computerisation of the information flow concerning price movements has opened the door for the computerised share \*\*\*dealer\*\*\*. The rule section of the expert system contains information about each share and, in particular, the \*\*\*target\*\*\* \*\*\*buying\*\*\* \*\*\*price\*\*\* and \*\*\*selling\*\*\* price. These prices trigger the instruction

either to \*\*\*buy\*\*\* or to sell, and the computer thereby seeks to permit its human owner to maximize a profit or to minimize a loss on an instant reaction basis. The result has already led to dramatic stock exchange movements in North America where a form of panic computer-inspired buying or selling has been achieved as many systems, owned by different entrepreneurs, were programmed with similar trigger prices. The existence of a growing number of such systems gives rise to an alarming number of legal issues. (0 Refs)

Subfile: D

Descriptors: expert systems; investment

Identifiers: stock exchange; computerisation; price movements; computerised share \*\*\*dealer\*\*\*; expert system; North America; legal issues

Class Codes: D2050F (Financial markets)

16/5/61 (Item 24 from file: 2)

DIALOG(R)File 2:INSPEC

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02609843 INSPEC Abstract Number: B86013547

**Title: Incentive contracting based upon consumer indifference**

Author(s): Deuermeyer, B.L.; Foster, J.W.; Ip-Tamayo, T.C.

Author Affiliation: Texas A&M Univ., College Station, TX, USA

Journal: IEEE Transactions on Reliability vol.R-34, no.4 p.300-2

Publication Date: Oct. 1985 Country of Publication: USA

CODEN: IERQAD ISSN: 0018-9529

U.S. Copyright Clearance Center Code: 0018-9529/85/1000-0300\$01.00

Language: English Document Type: Journal Paper (JP)

Treatment: Economic aspects (E); Theoretical (T)

**Abstract:** In contract purchasing, price is often negotiated and given a reliability specification. Prior to procurement a sample is taken to determine if the product meets the reliability specification. An alternative approach is considered in which the contract price reflects actual field performance for an item subject to two types of failures. A consumer indifference curve that specifies the predicted break-even point between price and reliability is used to establish the initial \*\*\*purchase\*\*\* \*\*\*price\*\*\*. The \*\*\*actual\*\*\* \*\*\*purchase\*\*\* \*\*\*price\*\*\* is determined by estimating the break-even point based upon a sample of failures. Both the \*\*\*vendor\*\*\* and consumer agree upon the statistical methods for revising the price at purchase time. In this manner, more reliable products yield higher prices than less reliable products, thus resulting in a quantifiable incentive contract. (4 Refs)

Subfile: B

Descriptors: contracts; economics; failure analysis; reliability

Identifiers: consumer indifference; contract purchasing; reliability specification; field performance; failures; purchase price; break-even point; statistical methods; incentive contract

Class Codes: B0170N (Reliability)

16/5/62 (Item 25 from file: 2)

DIALOG(R)File 2:INSPEC

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02071580 INSPEC Abstract Number: D83000242

**Title: Printing calculations**

Journal: Better Buys for Business p.72-6

Publication Date: May-June 1983 Country of Publication: UK

ISSN: 0140-1564

Language: English Document Type: Journal Paper (JP)

Treatment: General, Review (G); Practical (P)

**Abstract:** Calculators are taken for granted, but they do vary greatly in quality, sophistication and price. This article examines 130 printing models on the market, shows what features matter, establishes \*\*\*target\*\*\* \*\*\*prices\*\*\*, and points to the best \*\*\*buys\*\*\* in the four main

categories: light portables, medium-range calculators, heavy-duty machines and programmables. In addition, the article discusses reliability, the level of use at which the machine is intended to work, and the calculator's design. Before buying, however, check carefully what sort of service you can expect from the \*\*\*dealer\*\*\* or manufacturer if the machine breaks down. (0 Refs)

Subfile: D

Descriptors: electronic calculators

Identifiers: calculations; printing models; light portables; heavy-duty machines; programmables

Class Codes: D5010 (Computers and work stations)

16/5/63 (Item 1 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00618875 01IY01-202

**Online delivers for Mail Boxes Etc. -- Internet retailing was supposed to hurt the private postal business. But unwanted gifts need to be shipped back somehow**

Buel, Stephen

Industry Standard, The , January 15, 2001 , v4 n3 p88-90, 2 Page(s)

ISSN: 1098-9196

Company Name: Mail Boxes Etc.; PakMail Services of America; PostNet Postal & Business Services

Languages: English

Document Type: Articles, News & Columns

Geographic Location: United States

Reports that holiday shipping company Mail Boxes Etc. is benefiting from the \*\*\*increase\*\*\* in \*\*\*online\*\*\* \*\*\*buying\*\*\*. Mentions that Mail Boxes Etc.'s package-shipping revenues have climbed an average of 17 percent on account of unwanted gifts and other returned goods. Explains that the company sees such potential for shipping returns that it is launching a service called Return.com as an outsource for online and catalog \*\*\*retailers\*\*\*. Indicates that Mail Boxes Etc.'s 3,400 outlets are moving into services that are not associated with its brand, such as accepting deposits for online banks, processing loan papers for Internet lenders, and handling shipping and receiving between buyers and \*\*\*sellers\*\*\* in online auctions. Says that PakMail Services of America and PostNet Postal & Business Services are pursuing similar \*\*\*opportunities\*\*\*. Includes two tables and a photo. (MEM)

Descriptors: Shipping/Receiving; Corporate Information; Transportation ; Retailing; Electronic Commerce; Corporate Strategy; Outsourcing

Identifiers: Mail Boxes Etc.; PakMail Services of America; PostNet Postal & Business Services

16/5/64 (Item 2 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00602355 00CW05-002

**In B to B marketplace, reality bites -- Exchanges abound, but business is sparse so far**

King, Julia

Computerworld , May 1, 2000 , v34 n18 p1, 16, 2 Page(s)

ISSN: 0010-4841

Languages: English

Document Type: Articles, News & Columns

Geographic Location: United States

Explains that despite as many as 1,000 Internet exchanges being announced or launched by the end of 2000, less than 15 percent of them are \*\*\*actually\*\*\* delivering \*\*\*value\*\*\* -added services of end-to-end electronic \*\*\*transactions\*\*\*. Notes that exchanges are still in their



infancy, and it will be at least another 18 to 24 months before electronic markets begin delivering value-added services. Explains that in order to survive a widely expected cross-industry shakeout over the next several years, the vast majority of exchanges are instead preoccupied with building what is known as 'liquidity' - a critical mass of buyers and \*\*\*sellers\*\*\*. Observes there is a growing trend among companies to spurn industry marketplaces in favor of conducting business through their own private exchanges. Relates how two companies - GE Plastics and Wilson Supply - have done this. Includes one photo. (CT)

Descriptors: Trading Exchanges; Online Transaction Processing; Electronic Commerce; Market; Privacy

16/5/65 (Item 3 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00600273 00IW04-010

**Customer service meets the \*\*\*Web\*\*\* -- \*\*\*Internet\*\*\*-based solutions  
\*\*\*increase\*\*\* communication, satisfaction, and \*\*\*sales\*\*\***

Dineley, Doug; Snyder, Jim

InfoWorld , April 3, 2000 , v22 n14 p89, 96, 2 Page(s)

ISSN: 0199-6649

Languages: English

Document Type: Articles, News & Columns

Geographic Location: United States

Reports on Internet technologies that provide customer support online and provide online chat capability for those times when immediate, personalized service is necessary. Discusses customer relationship management (CRM) systems and e-mail management systems. Says they enable customer service representatives to serve customers more quickly and effectively than traditional customer service call centers. Says online customer service systems feature options for incremental addition of interactive capabilities such as threaded discussions, chat, co-browsing, e-mail management, posting answers to frequently asked questions (FAQs), and online documentation. Notes, however, that full-scale Web-based customer relationship management (CRM) solutions are expensive. Concludes that customer support is an important aspect often overlooked by firms, creating a tremendous \*\*\*opportunity\*\*\* for e-businesses that take it seriously. Includes one diagram and one sidebar. (MEM)

Descriptors: Customer Support; Online Services; Web Tools; Electronic Commerce; Outsourcing; Interactivity; Application Service  
\*\*\*Providers\*\*\*

16/5/66 (Item 4 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00547318 99PI09-057

**Where to shop in PC land**

Brown, Bruce

PC Magazine , September 1, 1999 , v18 n15 p168-194, 9 Page(s)

ISSN: 0888-8507

Company Name: Gateway Computer

Product Name: Gateway Essential 400c

Languages: English

Document Type: Articles, News & Columns

Grade (of Product Reviewed): A

Geographic Location: United States

Compares 16 major sources for the best price, service, and selection in the purchase of low-cost PC systems. Says that the 16 sources include both retail superstores, warehouse clubs, direct \*\*\*sales\*\*\* \*\*\*merchants\*\*\*, and Web sites. Notes that the \*\*\*target\*\*\* system \*\*\*price\*\*\* was \$800 or below, not including the monitor, and the resulting average price was

around \$880. Reports that the purchasing experiences were pleasant, with a few minor exceptions, and salespeople were friendly and knowledgeable. Warns that, at these prices, the systems are trailing-edge and basic systems, rather than the latest technologies. Gives the PC Magazine Editors' Choice award to the Gateway Essential 400c (\$699) and the purchase experience at the Gateway Country store. Includes two sidebars, one scoreboard, three photos, and benchmark test results. (kgh)

Descriptors: Microcomputer System; Purchasing; Price; Retailing; Consumer Information

Identifiers: Gateway Essential 400c; Gateway Computer

16/5/67 (Item 5 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00540407 99IT07-014

**The sharp rise of e-commerce -- Businesses and consumers seize Internet business \*\*\*opportunities\*\*\***

Gibson, Paul

Information Today, July 1, 1999, v16 n7 p28, 1 Page(s)

ISSN: 8755-6286

Languages: English

Document Type: Articles, News & Columns

Geographic Location: United States

WEB WATCH column focuses on Internet-based business \*\*\*opportunities\*\*\*. Suggests that the \*\*\*increase\*\*\* in \*\*\*Internet\*\*\* business has changed the way consumers \*\*\*buy\*\*\* products and services. Points out that \*\*\*online\*\*\* services have appeal because they lack many of the annoyances, such as long lines or excessive hold times, that arise when dealing with \*\*\*sellers\*\*\* face-to-face or over the phone. Discusses online flight reservation services such as easyjet.com and American Airlines; booksellers, including Amazon.com; online music stores, including CDNOW; and online banking services such as the UK's Egg service. Suggests that the growth of online interaction could have quite an impact on traditional retail over the next five years. (kgh)

Descriptors: Retailing; Internet; Web Sites; Electronic Commerce; Online Transaction Processing; Trends

16/5/68 (Item 6 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00531192 99CW04-014

**Mag finds licensing adds to ad income -- Consumers Digest sells its product info for use on other Web sites**

Vijayan, Jaikumar

Computerworld, April 5, 1999, v33 n14 p36, 1 Page(s)

ISSN: 0010-4841

Languages: English

Document Type: Articles, News & Columns

Geographic Location: United States

Discusses new revenue \*\*\*opportunities\*\*\* on the Web for Consumers Digest Inc. of Skokie, IL. Explains that Consumers Digest specializes in product evaluations and purchase advice on consumer products and competes with Consumer Reports, which also publishes online. Notes that Consumers Digest is selling comparative consumer-product data for use by other companies at their own electronic-commerce sites. Says that they have licensing agreements with Microsoft Corp. and Web software \*\*\*vendor\*\*\* Inktomi Inc. Remarks that while Consumers Digest plans to make money through ads on its Web site, the print side will remain the major revenue source. Mentions that Consumer Reports' Web site offers some information free and charges \$24 per year for the rest. Points out that Consumers Digest risks undermining its own print \*\*\*sales\*\*\*, but feels that the

growth in \*\*\*online\*\*\* shopping will \*\*\*increase\*\*\* the demand for their data by other sites. Includes one photo. (amg)

Descriptors: Licensing; Consumer Information; Electronic Commerce; Electronic Shopping; World Wide Web

16/5/69 (Item 7 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00487010 98IW02-017

Music \*\*\*retailer\*\*\* finds commerce in communities -- N2K boosts traffic, customer loyalty with special-interest community sites

Hall, Eric

InfoWorld , February 2, 1998 , v20 n5 p46, 1 Page(s)

ISSN: 0199-6649

Company Name: N2K Entertainment

URL: http://www.musicblvd.com

Product Name: Music Boulevard

Languages: English

Document Type: Articles, News & Columns

Geographic Location: United States

Presents a case study of N2K Entertainment of New York, NY, as it sought to \*\*\*increase\*\*\* \*\*\*sales\*\*\* on Music Boulevard, its music \*\*\*sales\*\*\* \*\*\*Web\*\*\* site. Reports that the solution decided upon was to provide a handful of community-oriented sites tailored specifically to the musical tastes of discrete audiences, such as classical, jazz, and rock listeners. Says that because the site addresses the needs of the community, the visitors do not feel as if they are being "sold to," and as a result they develop a sense of loyalty, visiting often. Reports that there has been a substantial increase in sales, while opening added revenue \*\*\*opportunities\*\*\* such as targeted advertising and sponsorship deals. Includes one photo. (bjp)

Descriptors: Web Sites; Music; Case Study; Corporate Strategy; Retailing; Sales; Electronic Commerce

Identifiers: Music Boulevard; N2K Entertainment

16/5/70 (Item 8 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00429962 96PJ07-022

The electronic marketplace -- Transforming the way we do business

Loshin, Pete

PC Today , July 1, 1996 , v10 n7 p82-85, 4 Page(s)

ISSN: 1040-6484

Languages: English

Document Type: Feature Articles and News

Geographic Location: United States

States that the economic power of the Internet has yet to be realized. Discusses issues such as security, and mentions Netscape's Secure Sockets Layer, the SET standard of public key encryptions, micropayment systems being researched, and digital currency. Highlights various ways a business can make money on the Internet such as through product \*\*\*sales\*\*\*, \*\*\*selling\*\*\* advertisements, collecting demographics, \*\*\*selling\*\*\* access to \*\*\*targeted\*\*\* markets, cutting \*\*\*costs\*\*\* through automation, and using a third-\*\*\*party\*\*\* network offering such as America Online. Includes two product source guides. (bjp)

Descriptors: Electronic Shopping; Business; Internet; Economics; Security; Online Transaction Processing

16/5/71 (Item 9 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00429463 96WW07-027

**Server \*\*\*vendors\*\*\* eye sales \*\*\*opportunity\*\*\***

Moran, Susan

WebWeek , July 8, 1996 , v2 n9 p39-40, 2 Page(s)

ISSN: 1081-3071

Languages: English

Document Type: Feature Articles and News

Geographic Location: United States

Focuses on how some server \*\*\*vendors\*\*\* are directing their efforts toward Internet service \*\*\*providers\*\*\* (ISPs), partly to gain access to corporate customers. Estimates that worldwide unit shipments of servers, that is, hardware for intranet and Internet use, will increase from \$642 million last year to \$7.97 billion in 1999, where the top Unix-based server \*\*\*vendors\*\*\* include Sun Microsystems Inc. and Silicon Graphics Inc. Claims that although Sun does not offer a server package specifically tailored to ISP customers, their servers are attractive to ISPs because they are economical and scalable. States that Digital appears to be steering its technology toward ISPs as a proving ground for its scalable, high-availability solutions. Notes that Intel has \*\*\*increased\*\*\* its efforts to target the \*\*\*Internet\*\*\*-access and \*\*\*Web\*\*\*-hosting markets by partnering with MCI to \*\*\*sell\*\*\* a line of \*\*\*server\*\*\* computers build around Intel technology. (jo)

Descriptors: Server; Internet; Networks; DEC

16/5/72 (Item 10 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00402748 95IW11-006

**Database server \*\*\*vendors\*\*\* rethink NetWare strategies**

Ricciuti, Mike

InfoWorld , November 6, 1995 , v17 n45 p29, 35, 2 Page(s)

ISSN: 0199-6649

Company Name: Novell; Informix Software; Oracle; Sybase

Product Name: NetWare

Languages: English

Document Type: Feature Articles and News

Geographic Location: United States

Indicates that despite performance improvements in NetWare 4.2 SMP, analysts and users predict that the majority of new database applications will be hosted primarily on Unix and Windows NT Server. Suggests that people find NetWare not to be robust enough to use as a database platform for business applications. Reports that Informix Software Inc. will not ship its next-generation high-end servers on NetWare, though it will still \*\*\*sell\*\*\* a NetWare version of Informix-SE, a low-end database \*\*\*targeted\*\*\* at \*\*\*value\*\*\*-added resellers. Nevertheless, states that market leader Oracle Corp., with nearly 60% of the NetWare database server market, will launch Oracle7 Enterprise Server on NetWare 4.1 SMP. In addition, says that Sybase will release a version of its new SQL Server 11 database with support for NetWare 4.1 SMP. Includes one table. (jo)

Descriptors: Server; Database; Networks; Multiprocessing

Identifiers: NetWare; Novell; Informix Software; Oracle; Sybase

16/5/73 (Item 11 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00375836 95CR02-216

**Hardware industry special report: maximizing profits -- Armed with new products, tools, and technologies, resellers expand their reach and profit \*\*\*opportunities\*\*\* in the systems market**

Mehling, Herman; Terdoslavich, William; Brown, Jeanette; Haber, Lynn  
Computer Reseller News , February 20, 1995 , n618 p79-86, 5 Page(s)

ISSN: 0893-8377

Languages: English

Document Type: Feature Articles and News

Geographic Location: United States

Presents a special report on maximizing profits in the hardware industry. Articles include: "'Margin Makers'" (p80) by Herman Mehling discussing products and services that can increase profits for value added resellers; "'Desktop PCs'" (p82) by William Terdoslavich discussing hardware \*\*\*vendors\*\*\* corporate strategies that are expected to \*\*\*increase\*\*\* \*\*\*sales\*\*\*; "'\*\*\*Servers\*\*\*'" (p84) by Jeanette Brown discussing features of \*\*\*servers\*\*\* and the server market in general; and "'Notebooks'" (p86) by Lynn Haber discussing the growth in features such as docking stations and the notebook market in general. Includes seven photos and two graphs. (bjp)

Descriptors: Hardware; Sales; Corporate Strategy; Value Added Reseller; Client-Server Computing; Lap-sized Microcomputer; Market

16/5/74 (Item 12 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00313054 93CR05-307

**Market leaders: VARs -- New technology as well as service continue to provide growth \*\*\*opportunities\*\*\* for astute resellers.**

Grace, Tim

Computer Reseller News , May 24, 1993 , n527 p96, 1 Page(s)

ISSN: 0893-8377

Company Name: ADP \*\*\*Dealer\*\*\* Services; Reynolds & Reynolds; Jostens Learning; HBO & Co.; Versyss

Languages: English

Document Type: Feature Articles and News

Geographic Location: United States

Lists the top ten VARs as determined by 1992 \*\*\*sales\*\*\*, noting that downsizing and \*\*\*increasing\*\*\* popularity of client/\*\*\*server\*\*\* computing were important factors in value added reselling. ADP \*\*\*Dealer\*\*\* Services of Hoffman Estates, IL, was the top VAR with worldwide sales of \$302 million, compared with \$260 in 1991, while the Computer Systems Division of Reynolds & Reynolds of Dayton, OH, was second with \$254 million. Third place belonged to Jostens Learning Corp. which made a major acquisition by merging with Wicat Systems Inc. and had sales of \$172 million; while HBO & Co. was fourth with sales of \$149 million, all in the health care industry. The rest of the top ten included Versyss Inc. with revenue of \$128M; Coin with sales of \$91M; Geac Computer Corp. Ltd. selling \$85M; System Integrators Inc. at \$80M; Dynix Inc. with \$60M; and Dickens Data Systems Inc. whose 1992 sales were \$55M, up from \$37M. Includes one photo. (jo)

Descriptors: Value Added Reseller; Sales; Corporate Information; Financial Statements

Identifiers: ADP \*\*\*Dealer\*\*\* Services; Reynolds & Reynolds; Jostens Learning; HBO & Co.; Versyss

16/5/75 (Item 1 from file: 474)

DIALOG(R)File 474:New York Times Abs

(c) 2003 The New York Times. All rts. reserv.

07449645 NYT Sequence Number: 087114960829

**\*\*\*TARGET\*\*\* CHAIN, CITING \*\*\*COSTS\*\*\*, TO STOP \*\*\*SELLING\*\*\* CIGARETTES**

Feder, Barnaby J

New York Times, Col. 3, Pg. 4, Sec. D

Thursday August 29 1996

DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT:

Target chain, nation's third-largest discount \*\*\*retailer\*\*\*, says it will stop selling cigarettes because it costs too much to keep them out of hands of minors; other \*\*\*retailers\*\*\* are also concerned about growing burden of new state and Federal regulations intended to curb teen-age smoking; two largest discount chains, Wal-Mart Stores and Kmart, say they will continue to sell cigarettes; drugstore chains are most likely to follow Target's lead, so they can position themselves as health care \*\*\*providers\*\*\* (M)

COMPANY NAMES: Target Stores; Wal-Mart Stores Inc; Kmart Corp  
DESCRIPTORS: Smoking and Tobacco; Children and Youth; Sales; Smoking and Tobacco  
PERSONAL NAMES: Feder, Barnaby J

16/5/76 (Item 2 from file: 474)  
DIALOG(R) File 474:New York Times Abs  
(c) 2003 The New York Times. All rts. reserv.

06511752 NYT Sequence Number: 457850930214  
**LOW RATES AND NEW CONFIDENCE GIVE LIFE TO REAL-ESTATE MARKET**  
WINZELBERG, DAVID  
New York Times, Col. 1, Pg. 1, Sec. 13LI  
Sunday February 14 1993  
DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English  
RECORD TYPE: Abstract

ABSTRACT:

Long Island real estate \*\*\*agents\*\*\* report that market on Long Island is improving as result of lower interest rates and buyers' new confidence; photo; graphs of average \*\*\*sale\*\*\* \*\*\*price\*\*\*, total \*\*\*actual\*\*\* \*\*\*sales\*\*\* and contracts in Nassau and Suffolk Counties (M)

SPECIAL FEATURES: Graph; Photo  
DESCRIPTORS: REAL ESTATE; INTEREST RATES; SALES  
PERSONAL NAMES: WINZELBERG, DAVID  
GEOGRAPHIC NAMES: LONG ISLAND (NY); NASSAU COUNTY (NY); SUFFOLK COUNTY (NY)

16/5/77 (Item 3 from file: 474)  
DIALOG(R) File 474:New York Times Abs  
(c) 2003 The New York Times. All rts. reserv.

00932938 NYT Sequence Number: 050774791104  
Article on former Venezuela Pres Carlos Andres Perez, who has been accused by ethics committee of his own political \*\*\*party\*\*\* of taking part in multimillion-dollar scandal concerning purchase by Govt in '77 of refrigerated freighter at inflated price. Committee report suggests graft was involved in \*\*\*purchase\*\*\* of Norwegian-built vessel for \$22 million, when \*\*\*actual\*\*\* \*\*\*price\*\*\* was \$11 million. Perez denies allegations. Charges report is 'superficial'. Charges seen reflecting bitter power struggle within Democratic Action, 1 of 2 most important political forces in Venezuela (M.)  
New York Times, Col. 2, Pg. 24  
Sunday November 4 1979  
DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English  
RECORD TYPE: Abstract

DESCRIPTORS: FRAUDS AND SWINDLING; POLITICS AND GOVERNMENT; QUESTIONABLE OR CORRUPT ACTIVITIES; SHIPS  
GEOGRAPHIC NAMES: VENEZUELA

16/5/78 (Item 4 from file: 474)  
DIALOG(R)File 474:New York Times Abs  
(c) 2003 The New York Times. All rts. reserv.

00635901 NYT Sequence Number: 098246751017

Merrill Lynch chmn Donald T Regan submits 'model' for electronic natl mkt system for securities transactions at SEC hearing. Proposal would curb NYSE's ability to restrict most trading in its listed securities to its own floor. NYSE chmn James J Needham warns that such plan would eventually lead to end of organized stock exchs. Regan says his plan would end need for mkt-making floor specialists, who set \*\*\*actual\*\*\* \*\*\*price\*\*\* for \*\*\*transactions\*\*\*. Under his proposal, all orders for listed securities in which broker-\*\*\*dealer\*\*\* or inst investor participates would have to be transacted instead through natl mkt system served by centralized communications facility for 'receiving, validating, processing, storing, displaying and canceling orders, quotations and indications of interest from all system members'. Regan estimates cost of such proposal at \$15-million. Calls for pilot project by end of '76 (M.)

KENWORTHY, E W

New York Times, Col. 1, Pg. 1

Friday October 17 1975

DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English

RECORD TYPE: Abstract

COMPANY NAMES: MERRILL LYNCH PIERCE FENNER & SMITH INC; SECURITIES AND EXCHANGE COMMISSION (S; E; C; )

DESCRIPTORS: CENTRAL MARKET SYSTEM (STOCKS); DATA PROCESSING (INFORMATION PROCESSING) EQUIPMENT AND SYSTEMS; OVER-THE-COUNTER TRADING; STOCK AND COMMODITY EXCHANGE REGULATIONS; STOCKS AND BONDS

PERSONAL NAMES: KENWORTHY, E W; NEEDHAM, JAMES J; REGAN, DONALD T

16/5/79 (Item 5 from file: 474)  
DIALOG(R)File 474:New York Times Abs  
(c) 2003 The New York Times. All rts. reserv.

00536298 NYT Sequence Number: 103328741025

Article on thriving used-car store Govt set up in Moscow in '71 because its previous ban on private sales of used cars was ineffective. Govt collects 7% brokerage fee and sets price of cars, but \*\*\*actual\*\*\* \*\*\*sales\*\*\* \*\*\*price\*\*\* worked out between buyer and \*\*\*seller\*\*\* is far higher. Used cars are sold for more than price of new autos because new car buyer must wait up to 5 yrs. Well-connected Russians are able to profit by buying new cars for resale at inflated prices (M.)

WREN, CHRISTOPHER S

New York Times, Col. 1, Pg. 15

Friday October 25 1974

DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English

RECORD TYPE: Abstract

DESCRIPTORS: AUTOMOBILES; PRICES; SALES (INDUSTRY-WIDE); USED CARS

PERSONAL NAMES: WREN, CHRISTOPHER S

GEOGRAPHIC NAMES: MOSCOW (USSR); UNION OF SOVIET SOCIALIST REPUBLICS

16/5/80 (Item 1 from file: 475)  
DIALOG(R)File 475:Wall Street Journal Abs  
(c) 2003 The New York Times. All rts. reserv.

07026201

**MOST BUYBACKS ARE STATED, NOT COMPLETED**

Wall Street Journal, Col. 3, Pg. 1, Sec. C

Tuesday March 7 1995

DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT:

William Power article discusses stock-buyback programs; reports that while buyback announcements often lead to a jump in a companies' share \*\*\*prices\*\*\*, few companies \*\*\*actually\*\*\* \*\*\*buy\*\*\* back anywhere near the amount of stock they indicate they might; notes that \*\*\*traders\*\*\* estimate that only about a third of all announced buybacks in a given year actually get completed; chart (Heard on the Street) (M)

SPECIAL FEATURES: Chart

DESCRIPTORS: STOCKS AND BONDS

16/5/81 (Item 2 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs

(c) 2003 The New York Times. All rts. reserv.

06011718

**FUTURES SHOCK: INVESTORS COPE WITH 'SLIPPAGE'**

ANGRIST, STANLEY W

Wall Street Journal, Col. 3, Pg. 1, Sec. C

Tuesday April 30 1991

DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT:

Article discusses 'slippage' in futures market--difference between price at which \*\*\*trader\*\*\* hopes to \*\*\*buy\*\*\* or \*\*\*sell\*\*\* contract and \*\*\*price\*\*\* investor \*\*\*actually\*\*\* gets when order is executed--which prevents many investors from making money (M)

DESCRIPTORS: FUTURES TRADING; INVESTMENT STRATEGIES

PERSONAL NAMES: ANGRIST, STANLEY W

16/5/82 (Item 1 from file: 256)

DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.

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00122302

DOCUMENT TYPE: Review

PRODUCT NAMES: Printing & Graphic Arts (830416)

TITLE: Outlook for 2000

AUTHOR: Joss, Molly

SOURCE: Electronic Publishing Magazine, v24 n1 p26(6) Jan 2000

ISSN: 1097-9190

HOME PAGE: <http://www.electronic-publishing.com>

RECORD TYPE: Review

REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

In 1999, the Printing Industry of America requested that members choose their top 10 concerns from a list of 28 and also indicate how important each selection was to their specific business. The results show that many are staying abreast of technological changes in the areas of the printing business and are implementing tools that enhance creativity. Almost one-third of printers say they might participate in Internet job bidding, while almost a quarter say they will not. Spending for print ads by Web firms during 1999 was almost \$40 million dollars, as compared to just more than \$5 million in 1998. Printed materials that promote \*\*\*Web\*\*\* sites are most effective placed in magazine or newspapers. Printing \*\*\*sales\*\*\* \*\*\*opportunities\*\*\* are commonly \*\*\*enhanced\*\*\* by \*\*\*increasing\*\*\* the



number of full-time sales staff; a minority of printers will attempt to \*\*\*increase\*\*\* \*\*\*sales\*\*\* by creating self-promotional \*\*\*Web\*\*\* pages. Almost half of printers think the outlook for growth will be about the same in 2000 as in 1999, while very few predict a gloomy outlook for 2000. Respondents see the potential for creative sales \*\*\*opportunities\*\*\* in collateral print problems, Web page design, direct mail projects, catalog design, corporate identity projects, digital photography, on-demand creative/design, and electronic services.

COMPANY NAME: \*\*\*Vendor\*\*\* Independent (999999)  
SPECIAL FEATURE: Graphs Tables  
DESCRIPTORS: Advertising; Designers; Graphic Arts; Internet Marketing;  
Printing & Graphic Arts  
REVISION DATE: 20021226

16/5/83 (Item 2 from file: 256)  
DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.  
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00119226 DOCUMENT TYPE: Review

PRODUCT NAMES: E-Commerce (836109)

TITLE: Infomediaries On the Move  
AUTHOR: Whelan, Volpe Brown  
SOURCE: Business 2.0, p123(2) Sep 1999  
ISSN: 1080-2681  
HOMEPAGE: <http://www.business2.com>

RECORD TYPE: Review  
REVIEW TYPE: Product Analysis  
GRADE: Product Analysis, No Rating

A discussion of 'infomediaries' in online e-commerce explains the way in which these sites \*\*\*enhance\*\*\* business-to-business \*\*\*online\*\*\* commerce by generating \*\*\*transaction\*\*\* fees. They conduct auctions, match buyers and \*\*\*sellers\*\*\* via request for proposals/quotation services, and engage in direct sales of merchandise, including books and software. Infomediary transaction fees will get larger as businesses do more commerce on the Internet, and as intermediaries are responsible for a larger percentage of e-commerce transactions. Intermediaries will be able to charge transaction fees ranging from 5 to 10 percent of the dollar amount of transactions completed. The market is expected to increase from \$38 million in 1998 to \$10.5 billion in 2002. Three factors will make business-to-business infomediaries popular with investors: a highly profitable business mode, rising barriers to entry, and a mammoth market \*\*\*opportunity\*\*\*. As the number of eyeballs viewing a specific infomediary increases, \*\*\*vendors\*\*\* will follow, and buyers will spend more where they find what they want and need. Operating costs are low for infomediaries, whose primary task is acquiring buyers and \*\*\*sellers\*\*\*. After an initial period spent attracting buyers and \*\*\*sellers\*\*\* and losing money, profits will rise quickly with each new customer. Infomediaries will be most useful for fragmented markets, where buyers and \*\*\*sellers\*\*\* do not easily find each other, and the most successful infomediaries will emphasize solving a specific problem for a particular vertical market.

COMPANY NAME: \*\*\*Vendor\*\*\* Independent (999999)  
DESCRIPTORS: Auctions; E-Commerce; Extranets; Internet Marketing;  
Wholesalers  
REVISION DATE: 20010330

16/5/84 (Item 3 from file: 256)  
DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.

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00118226 DOCUMENT TYPE: Review

PRODUCT NAMES: IT Management (843377); E-Commerce (836109)

TITLE: E-Business

AUTHOR: Dalton, Gregory

SOURCE: Information Week, v737 p50(7). Jun 7, 1999

ISSN: 8750-6874

HOME PAGE: <http://www.informationweek.com>

RECORD TYPE: Review

REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

A discussion of the changes caused by e-business in enterprises emphasizes the increasing requirement for IT managers to be leaders who make business decisions. IT managers acknowledge that they are expected to have heightened awareness of alternatives and \*\*\*opportunities\*\*\* for change, and to shed light on the evolving business climate and its requirements. Over 70 percent of 250 surveyed IT managers say e-business has added business decision-making tasks to their responsibilities, and about 60 percent say e-business has required IT to lead business process reengineering. Among other revelations from the survey is the fact that e-business has a substantial effect on most employees, with 80 percent of sites surveyed reporting that employees 'are burdened by new skills requirements' and 73 percent saying that e-business has created a need for more employee training. 55 percent of respondents report that e-business means that individual employees have more responsibilities. However, only 28 percent of respondents with \*\*\*Web\*\*\* retail sites say \*\*\*online\*\*\* \*\*\*sales\*\*\* have \*\*\*increased\*\*\* significantly as a percentage of overall \*\*\*sales\*\*\* in the last year. Among other results described in a detailed description of the survey are opinions as to the purpose of e-business application deployment, and the ability of companies to meet their e-business goals.

COMPANY NAME: \*\*\*Vendor\*\*\* Independent (999999)

SPECIAL FEATURE: Charts Graphs

DESCRIPTORS: Business Planning; Business Reengineering; E-Commerce; Internet Marketing; IT Management

REVISION DATE: 20010130

16/5/85 (Item 4 from file: 256)

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.

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00111001 DOCUMENT TYPE: Review

PRODUCT NAMES: EDI (Electronic Data Interchange) (830052); E-Commerce (836109)

TITLE: The Many Faces of Electronic Commerce

AUTHOR: McFadden, Mark

SOURCE: ent, v3 n13 p52(2) Aug 12, 1998

ISSN: 1085-2395

HOME PAGE: <http://www.entmag.com>

RECORD TYPE: Review

REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

A discussion of the many facets of electronic commerce defines e-commerce; explains its origins; highlights its success in small businesses; explains

business to business communication; emphasizes the business sector; and touches on the future of e-commerce. Electronic commerce uses the Internet as a sales channel for products and services and to allow transactions to pass between business partners. In small companies, electronic commerce provides a venue through which the companies can compete globally. This would not be possible if communication were limited to hard copy catalogs and telephone calls. E-commerce also allows customers to buy during regular business hours or at any other time in the 24 hour, 7 day a week period. Electronic data interchange (EDI) is a form of electronic commerce and has been used for decades. EDI offers a secure method for coding and exchanging standardized business forms. Transmission is generally over leased private lines, which are called value-added networks (VANs). Internet-based e-commerce is replacing expensive EDI systems, a direction that will be demonstrated in three phases. The first began when enterprises started publishing information on the \*\*\*Web\*\*\*. The current second wave emphasizes \*\*\*online\*\*\* \*\*\*sales\*\*\* for \*\*\*increased\*\*\* profits, and also has created new employment \*\*\*opportunities\*\*\*. The third wave will begin in the year 2000 when customers will be able to 'freely' buy and sell goods and services on the Internet.

COMPANY NAME: \*\*\*Vendor\*\*\* Independent (999999)  
SPECIAL FEATURE: Charts Graphs  
DESCRIPTORS: Catalogs; E-Commerce; EDI (Electronic Data Interchange); EFT (Electronic Funds Transfer); Internet Marketing; \*\*\*Retailers\*\*\*; Small Business  
REVISION DATE: 20020227

16/5/86 (Item 5 from file: 256)  
DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.  
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00107185 DOCUMENT TYPE: Review

PRODUCT NAMES: Data Warehouses (834289)

TITLE: Data analysis shifting from executive suite to desktop  
AUTHOR: Sprenger, Polly  
SOURCE: LAN Times, v15 n7 p1(2) Mar 30, 1998  
ISSN: 1040-5917  
HOMEPAGE: <http://www.lantimes.com>

RECORD TYPE: Review  
REVIEW TYPE: Product Analysis  
GRADE: Product Analysis, No Rating

Business analysis tools are used increasingly on workplace desktops instead of in executive suites, and recently several \*\*\*vendors\*\*\* announced plans to develop data warehousing and analysis tools that lower the cost and difficulty of using older solutions. Microsoft and NCR have allied to create data warehousing tools, after IBM announced a new plan to support and develop products in the data warehousing/data analysis market. Oracle has a like strategy, with seven new partnerships lined up for its data warehousing division. The need for more business analysis activity has also \*\*\*increased\*\*\* demand for \*\*\*online\*\*\* analytical processing (OLAP) and decision support service tool \*\*\*sales\*\*\*. About 40 percent of IT organizations will begin using OLAP tools in 1998, says a research firm. Analysis on the desktop was badly needed; the market for such tools tripled in the last two years. When higher-ups and line workers cooperate more, end-users benefit, says a data warehousing researcher for a market research company. Another analyst says that data warehousing is changing in several ways, and that database administrators and \*\*\*vendors\*\*\* will have new \*\*\*opportunities\*\*\* to pursue. Lower cost and much more ease of use are allowing users in organizations of all sizes to have more access to information.

COMPANY NAME: \*\*\*Vendor\*\*\* Independent (999999)  
SPECIAL FEATURE: Charts  
DESCRIPTORS: Data Warehouses; Information Retrieval; Network Software;  
Software Marketing  
REVISION DATE: 19980630

16/5/87 (Item 6 from file: 256)  
DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.  
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00095982 DOCUMENT TYPE: Review

PRODUCT NAMES: Connected Accounting 3.0 (528421); Tango \*\*\*Merchant\*\*\*  
(636916)

TITLE: EveryWare Opens Store Frontier  
AUTHOR: Dorshkind, Brent  
SOURCE: LAN Times, v13 n19 p39(2) Sep 2, 1996  
ISSN: 1040-5917  
HOMEPAGE: <http://www.lantimes.com>

RECORD TYPE: Review  
REVIEW TYPE: Product Analysis  
GRADE: Product Analysis, No Rating

EveryWare Development's Tango \*\*\*Merchant\*\*\*, a plug-in version of the Tango Application for Quarterdeck's WebSTAR World Wide Web server is designed to assist small- and mid-sized companies in \*\*\*increasing\*\*\* sales\*\*\* opportunities\*\*\* on the \*\*\*Web\*\*\*. Tango \*\*\*Merchant\*\*\* is available for Macintosh and Windows NT users, and is an online shopping application that allows businesses to intuitively and quickly establish customized Web storefronts. Tango \*\*\*Merchant\*\*\* is made up of three components. A Web storefront provides a set of editable Hypertext Markup Language (HTML) shopping templates, and an administration module and an Open Database Connectivity (ODBC)-compliant database are also provided. Product data from text, comma-delimited, and other files can be imported to \*\*\*Merchant\*\*\*'s database from third-party\*\*\* spreadsheets and databases. EveryWare also recently released Connected Accounting 3.0, a new release of its multi-user accounting application.

COMPANY NAME: EveryWare Development Corp (502928)  
SPECIAL FEATURE: Screen Layouts  
DESCRIPTORS: Accounting; Apple.Macintosh; Database Management; HTML; IBM  
PC & Compatibles; Internet Marketing; Internet Utilities; MacOS;  
Program Development; \*\*\*Retailers\*\*\*; Windows NT/2000  
REVISION DATE: 20010330

16/5/88 (Item 7 from file: 256)  
DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.  
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00077080 DOCUMENT TYPE: Review

PRODUCT NAMES: Workflow (833754)

TITLE: Workflows re-engineered: Corporate downsizing presents  
\*\*\*opportunity\*\*\*..  
AUTHOR: Delmonico, Dayna Shore, Joel  
SOURCE: CRN, v620 p111(3) Mar 6, 1995  
ISSN: 0893-8377  
HOMEPAGE: <http://www.crn.com>

RECORD TYPE: Review  
REVIEW TYPE: Product Analysis  
GRADE: Product Analysis, No Rating

The downsizing trend is forcing more companies to re-examine their business processes. The result of this trend is that resellers are enjoying \*\*\*increased\*\*\* \*\*\*sales\*\*\* of client/\*\*\*server\*\*\* and workflow computing software. There are several ways for a reseller to provide workflow capabilities to customers. The most obvious is through forms routing applications, many of which are available from several different companies. Beyond the ability to share information, workflow and workgroup software have little in common. Workflow places structure in the routing process. These types of tools include graphical workflow builders, and modeling tools that simulate workflow and analyze the effectiveness of different configurations. Workflow \*\*\*vendors\*\*\* are also attempting to broaden the market for workflow products, by promoting document management and e-mail systems.

COMPANY NAME: \*\*\*Vendor\*\*\* Independent (999999)  
SPECIAL FEATURE: Buyers Guides  
DESCRIPTORS: Groupware; Network Software; Workflow  
REVISION DATE: 20020124

(FILE 'HOME' ENTERED AT 11:58:46 ON 26 JUN 2003)

FILE 'CONFSCI' ENTERED AT 12:00:11 ON 26 JUN 2003

L1 28 S (KRAFT R? OR KRAFT, R? OR RUVOLO J? OR RUVOLO, J?)/AU  
L2 15828 S PRICE? OR COST? OR VALUE?  
L3 22727 S TARGET? OR ACTUAL? OR OPTIM? OR THRESHOLD  
L4 1375 S SALE? OR TRANSACT? OR PURCHAS? OR BUY? OR SELL?  
L5 2809 S OPPORTUN? OR HEURIS? OR CHANCE?  
L6 23798 S INCREASE? OR ENHANC?  
L7 9289 S MERCHANT? OR AGENT? OR TRADER? OR SELLER? OR PARTIES OR PART  
L8 17065 S ONLINE OR ON()LINE OR INTERNET OR INTRANET OR WEB? OR HOMEPAG  
L9 0 S L2(5N)S3  
L10 300 S L2(5N)L3  
L11 10 S L4(5N)L6  
L12 7 S L10 AND L8  
L13 17 S L11 OR L12

L13 ANSWER 1 OF 17 CONFSCI COPYRIGHT 2003 CSA  
 AN 1999:22359 CONFSCI  
 DN 99-034853  
 TI No **increase** in theft, robbery or drug **sale** arrests  
 after syringe exchange program opens  
 AU Junge, B.; Safaeian, M.; Zhang, H.; Beilenson, P.; Vlahov, D.  
 SO American Public Health Association (APHA), 1015 15th Street, N.W.,  
 Washington, DC 20005-2605, USA; phone: (202) 789-5600; fax: (202)  
 789-5661; email: commentspha.org; URL: www.apha.org, Abstracts available.  
 Contact APHA for price. Poster Paper.  
 Meeting Info.: 984 0224: 126th Annual Meeting of the American Public  
 Health Association (9840224). Washington, DC (USA). 15-19 Nov 1998.  
 American Public Health Association.  
 DT Conference  
 FS DCCP  
 LA English  
 CC 7000 MULTIDISCIPLINARY

L13 ANSWER 2 OF 17 CONFSCI COPYRIGHT 2003 CSA  
 AN 1998:45856 CONFSCI  
 DN 98-045856  
 TI ERAP 140 **enhances** Ah receptor-mediated **transactivation**  
 in breast cancer cells  
 AU Hoivik, D.J.; Nguyen, T.A.; Safe, S.  
 CS Dep. Veterinary Physiology and Pharmacol., Texas A&M Univ., College  
 Station, TX, USA  
 SO Society of Toxicology, 1767 Business Center Drive, Suite 302, Reston, VA  
 20190-5332, USA, Abstracts available. Price \$45. Poster Paper No. 1221.  
 Meeting Info.: 981 0367: Society of Toxicology 37th Annual Meeting  
 (9810367). Seattle, WA (USA). 1-5 Mar 1998. National Institute of Health,  
 Proctor & Gamble, Lilly and Co., Eastman Kodak Company, Pfizer Central  
 Research, R.J. Reynolds.  
 DT Conference  
 FS DCCP  
 LA English  
 CC 7500 PHARMACOLOGY

L13 ANSWER 3 OF 17 CONFSCI COPYRIGHT 2003 CSA  
 AN 97:46585 CONFSCI  
 DN 97-058563  
 TI Protein kinase C (PKC) activation **enhances** Ah receptor (AhR)  
**transactivation**  
 AU Long, W.P.; Pray-Grant, M.; Denison, M.S.; Perdew, G.H.  
 CS Graduate Program in Biochemistry, Cell and Molecular Biol., Pennsylvania  
 State Univ., State College, PA, USA  
 SO Society of Toxicology, 1767 Business Center Drive, Suite 302, Reston, VA  
 20190, Attn: Nell Dillard, Abstracts available. Price \$55. Poster Paper  
 No. 652.  
 Meeting Info.: 971 0011: 36th Annual Meeting of the Society of Toxicology  
 (9710011). Cincinnati, OH (USA). 9-13 Mar 1997. Society of Toxicology.  
 DT Conference  
 FS DCCP  
 LA English  
 CC 7500 PHARMACOLOGY

L13 ANSWER 4 OF 17 CONFSCI COPYRIGHT 2003 CSA  
 AN 97:23789 CONFSCI  
 DN 97-035767  
 TI Temporal and geographical distributions of Tc-99 in inshore waters around  
 Ireland following **increased** discharges from Sellafield  
 AU Smith, V.; Ryan, R.W.P.; Pollard, D.; Mitchell, P.I.; Ryan, T.P.  
 SO Institut de Protection et de Surete Nucleaire, Laboratoire de  
 Radioecologie Marine, Rue Max Pol Fouchet - B.P. 10, 50130 Octeville,

France. Phone: 33 01 41 00, Abstracts and full papers available..  
Meeting Info.: 964 5004: Radionuclides in the Oceans (9645004).  
Cherbourg-Octeville (France). 7-11 Oct 1996. Institut de Protection et  
Surete Nucleaire.

DT Conference  
FS DCCP  
LA English  
CC 4300 ENVIRONMENTAL SCIENCE; 5700 MARINE SCIENCE

L13 ANSWER 5 OF 17 CONFSCI COPYRIGHT 2003 CSA

AN 96:42515 CONFSCI

DN 96-054388

TI Expression of HBX **transactivator** protein results in  
**increased** 8-hydroxy-2'-deoxyguanosine (8OHdG) DNA adducts in  
HBX-recombinant hepatoma cell lines

AU Caselmann, W.; Gehrke, R.; Brauchle, M.; Koch, W.; Hofschneider, P.H.

SO Scientific Secretariat, Mario Rizzetto, c/o CpA Srl, Vaile delle Medaglie  
d'Oro, 342, 00136 Roma - Italy, Selected abstracts available. Poster Paper  
No. A197.

Meeting Info.: 962 0530: IX Triennial International Symposium on Viral  
Hepatitis and Liver Disease (9620530). Rome (Italy). 21-25 Apr 1996.

Abbott S. p. A.--Divisione Diagnostici; Merck, Sharp & Dohme/Pasteur  
Merieux MSD; SmithKline Beechham; Sorin Biomedica Diagnostics S. p. A..

DT Conference  
FS DCCP  
LA English  
CC 3500 CLINICAL MEDICINE; 4500 EXPERIMENTAL MEDICINE

L13 ANSWER 6 OF 17 CONFSCI COPYRIGHT 2003 CSA

AN 96:15952 CONFSCI

DN 96-027825

TI Mass exchange **networks** with variable single component  
**targets**: Minimum utility **cost** through linear programming

AU Gupta, A.; Manousiouthakis, V.

CS Univ. California, Los Angeles, CA, USA

SO American Institute of Chemical Engineers, 345 East 47th Street, New York,  
NY 10017-2395, Selected papers available through AIChE. For other papers,  
contact author directly. Paper No. 192f.

Meeting Info.: 954 0206: 1995 Annual Meeting of the American Institute of  
Chemical Engineers (9540206). Miami, FL (USA). 12-17 Nov 1995. American  
Institute of Chemical Engineers.

DT Conference  
FS DCCP  
LA English  
CC 2500 CHEMISTRY AND CHEMICAL ENGINEERING

L13 ANSWER 7 OF 17 CONFSCI COPYRIGHT 2003 CSA

AN 95:30623 CONFSCI

DN 95-030623

TI **Increased** wine **sales** following introduction of wine  
into New Zealand grocery stores

AU Wagenaar, A.C.; Langley, J.D.

CS Univ. Minnesota, USA

SO American Public Health Association, Publication Sales, 1015 15th St., NW,  
Washington, DC 20005, USA, Abstracts available. Price \$30 for 2-volume  
set..

Meeting Info.: 944 0901: American Public Health Association 122nd Annual  
Meeting and Exhibition: Public Health and Diversity--Opportunities for  
Equity (9440901). Washington DC (USA). 30 Oct-3 Nov 1994. American Public  
Health Association.

DT Conference  
FS DCCP  
LA English  
CC 3500 CLINICAL MEDICINE



L13 ANSWER 8 OF 17 CONFSCI COPYRIGHT 2003 CSA  
 AN 93:31383 CONFSCI  
 DN 93031383  
 TI Sp1 is required for placental **enhancer**- but not basal-mediated **transactivation** of the human chorionic somatomammotropin promoter in JEG and BeWo cells  
 AU Jiang, S.W.; Shepard, A.R.; Eberhardt, N.L.  
 CS Dep. Med., Mayo Clin., Rochester, MN  
 SO John Wiley & Sons, Inc., Subscription Department, 605 Third Avenue, 9th Floor, New York, NY 10158-0012, USA; Telephone: (212) 850-6543, Abstracts, Journal of Cellular Biochemistry, Supplement 17A 1993, ISSN: 0730-2312 Poster Paper No. B357.  
 Meeting Info.: 931 5014: Transcription: Factors, Regulation and Differentiation (9315014). Keystone, CO (USA). 17-24 Jan 1993. Hoffman-La Roche.  
 DT Conference  
 FS DCCP  
 LA English  
 CC 1500 BIOCHEMISTRY; 2000 BIOLOGY GENERAL; 3500 CLINICAL MEDICINE; 4500 EXPERIMENTAL MEDICINE

L13 ANSWER 9 OF 17 CONFSCI COPYRIGHT 2003 CSA  
 AN 91:53413 CONFSCI  
 DN 92021855  
 TI Synthesis of near **cost-optimal** heat exchanger **networks** using the flexible pinch design procedure FLEXNET  
 AU Suaysompol, K.; Wood, R.M.  
 SO AIChE, Publication Sales Department, 345 E. 47th St., New York, NY 10017, USA, Paper No. 139f.  
 Meeting Info.: 914 5014: 1991 Annual Meeting of the American Institute of Chemical Engineers (9145014). Los Angeles, CA (USA). 17-22 Nov 1991.  
 DT Conference  
 FS DCCP  
 LA UNAVAILABLE  
 CC 2500 CHEMISTRY AND CHEMICAL ENGINEERING

L13 ANSWER 10 OF 17 CONFSCI COPYRIGHT 2003 CSA  
 AN 88:45279 CONFSCI  
 DN 89018600  
 TI Three-valued **threshold** logic and neural **networks**: Application to reliability analysis  
 AU Parey, C.; Bonnemay, A.  
 CS IRDI/d-LETI/DEIN/SAI CEN-SACLAY 91191 Gif Sur Yvette Cedex, France  
 SO Pergamon Press, Inc., Journal Fulfillment Department, Fairview Park, Elmsford, NY 10523 (USA), Price: \$ 23.75.  
 Meeting Info.: 883 0866: International Neural Network Society 1st Annual Meeting (8830866). Boston, MA (USA). 6-10 Sep 1988. International Neural Network Society (INNS).  
 DT Conference  
 FS DCCP  
 LA UNAVAILABLE  
 CC 4500 EXPERIMENTAL MEDICINE; 6500 MATHEMATICS

L13 ANSWER 11 OF 17 CONFSCI COPYRIGHT 2003 CSA  
 AN 85:33970 CONFSCI  
 DN 85041044  
 TI Path addition and marginal **cost** on user-**optimized** transportation **networks**  
 AU Frank, M.  
 CS Dep. Decision Sci. and Comp., Rider Coll., Lawrenceville, NJ  
 SO SIAM, Suite 1400, Architects Building, 117 S. 17th Street, Philadelphia, PA 19103-5052 (USA).  
 Meeting Info.: 852 5014: Applied Linear Algebra 2nd SIAM Conference

(8525014). Raleigh, NC (USA). 29 Apr-2 May 1985. SIAM.

DT Conference  
FS DCCP  
LA UNAVAILABLE  
CC 6500 MATHEMATICS

L13 ANSWER 12 OF 17 CONFSCI COPYRIGHT 2003 CSA  
AN 84:28017 CONFSCI  
DN 84039417  
TI Lead follow-up program for **enhancing sales and**  
marketing efforts  
AU Richert, P.  
CS AEC, Inc.  
SO Papers available: SPE ANTEC Conference Proceedings, 1984, SPE Publications  
Dep., 14 Fairfield Dr., Brookfield Center, CT 06805, USA, Price: SPE  
members \$55; Non-members \$75; Corp. Institution/Library \$95.  
Meeting Info.: 842 0006: Society of Plastic Engineers Annual Technical  
Conference (8420006). New Orleans, LA (USA). 30 Apr-3 May 84. Society of  
Plastic Engineers (SPE).

DT Conference  
FS DCCP  
LA UNAVAILABLE  
CC 6000 MATERIALS SCIENCE AND ENGINEERING; 3000 CIVIL AND MECHANICAL  
ENGINEERING

L13 ANSWER 13 OF 17 CONFSCI COPYRIGHT 2003 CSA  
AN 82:22583 CONFSCI  
DN 82034602  
TI Effects of **Sales Tax Increases** on the Distribution of  
Income: A General Equilibrium Analysis  
AU Meagher, G.A.  
CS La Trobe Univ.  
SO 1982, Technical Service Library, University of New South Wales, P.O. Box  
1, Kensington NSW 2033, Australia, Paper and microfiche copies available.  
Meeting Info.: 822 0128: Australian and New Zealand Association for the  
Advancement of Science, 52nd Congress (8220128). Sydney (NSW), Australia.  
10-14 May 82. Australian and New Zealand Assn. for the Advancement of  
Science (ANZAAS).

DT Conference  
FS DCCP  
LA UNAVAILABLE  
CC 7000 MULTIDISCIPLINARY

L13 ANSWER 14 OF 17 CONFSCI COPYRIGHT 2003 CSA  
AN 81:23089 CONFSCI  
DN 81056149  
TI Thermodynamic Availability Analysis in the Synthesis of Energy-  
**Optimum and Minimum-Cost Heat Exchanger Networks**  
AU Pehler, F.A.; Liu, Y.A.  
CS Auburn Univ., Auburn, AL  
SO 1981, Engineering Societies Library, 345 East 47th St., New York, NY  
10017, Abstracts booklet and microfiche and paper copies of articles  
available Pap.  
Meeting Info.: 813 0718: AIChE Summer National Meeting (8130718). Detroit,  
MI. 16-19 Aug 81. American Institute of Chemical Engineers.

DT Conference  
FS DCCP  
LA English  
CC 2500 CHEMISTRY AND CHEMICAL ENGINEERING

L13 ANSWER 15 OF 17 CONFSCI COPYRIGHT 2003 CSA  
AN 79:18583 CONFSCI  
DN 79066020  
TI A method for statistically estimating the **optimum cost**

of a computer-communications network

AU Klein, S. A.  
CS Computer Sciences Corporation, 6565 Arlington Blvd., Falls Church, VA  
22046  
SO Abstracts (Eng) in "ORSA/TIMS Bulletin," No. 7: TIMS, 146 Westminster St.,  
Providence, RI 02903 or ORSA, 428 E. Preston St., Baltimore, MD 21202.  
Papers (Eng) ordered individually directly from authors..  
Meeting Info.: TIMS/ORSA Joint National Meeting (792 2417). New Orleans,  
Louisiana. 30 Apr- 2 May 79. The Institute of Management Sciences;  
Operations Research Society of America.  
DT Conference Article  
FS DCCP  
LA UNAVAILABLE  
CC 6500 MATHEMATICS

L13 ANSWER 16 OF 17 CONFSCI COPYRIGHT 2003 CSA

AN 76:24496 CONFSCI

DN 76078127

TI Multi-valued multi-threshold networks.

AU Ishizuka, O...

SO Proceedings; price n a. Inquire: Dr. S. Y. H. Su, Dept. of Electrical  
Engineering, Utah State University, Logan, Utah 84322, USA..  
Meeting Info.: 6th International Symposium on Multiple-Valued Logic  
(A762190). Logan, Utah. 25-28 May 76. IEEE Computer Society; Association  
for Computing Machinery; Office of Naval Research; Utah State  
University.

DT Conference Article

FS DCCP

LA UNAVAILABLE

CC 6500 MATHEMATICS

L13 ANSWER 17 OF 17 CONFSCI COPYRIGHT 2003 CSA

AN 75:40198 CONFSCI

DN 75087495

TI Chemical durability--key to increased glass sales &  
profits.

AU Semans, B.F.

SO Abstracts in American Ceramic Society Bulletin," 15 Apr 75; \$3.50:  
American Ceramic Society, 65 Ceramic Dr., Columbus, Ohio 43214..  
Meeting Info.: American Ceramic Society 77th Annual Meeting and Exposition  
(A752123). Washington, D.C.. 3-8 May 75. American Ceramic Society.

DT Conference Article

FS DCCP

LA UNAVAILABLE

CC 6000 MATERIALS SCIENCE AND ENGINEERING